CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MARCH 28, 1908 NO. 13.

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Plyers Vices

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses.

"QUEEN'S HEAD"

The Standard of the World.

Not of Canada alone.

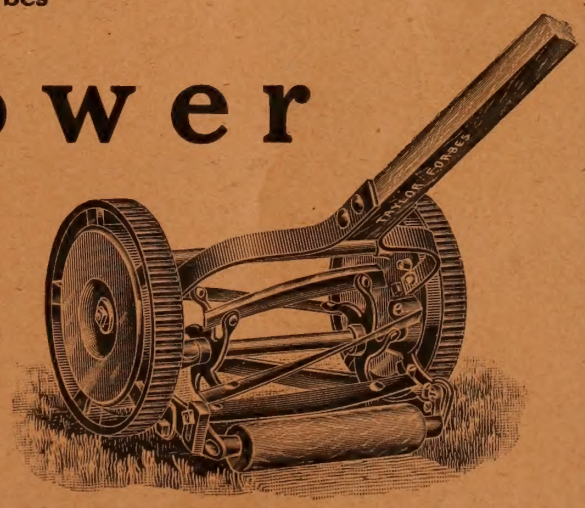
John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

You Can Talk With Confidence

When You Sell a Taylor-Forbes

Lawn Mower



We are the largest makers of lawn mowers in Canada. The construction of our machines is the perfect result of many years' experience. Every one of our machines is easy running, clean cutting and durable, made from the very highest grade of material and the parts correctly assembled by expert mechanics.

Better get our superb new Catalogue!

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, GUELPH, ONT.

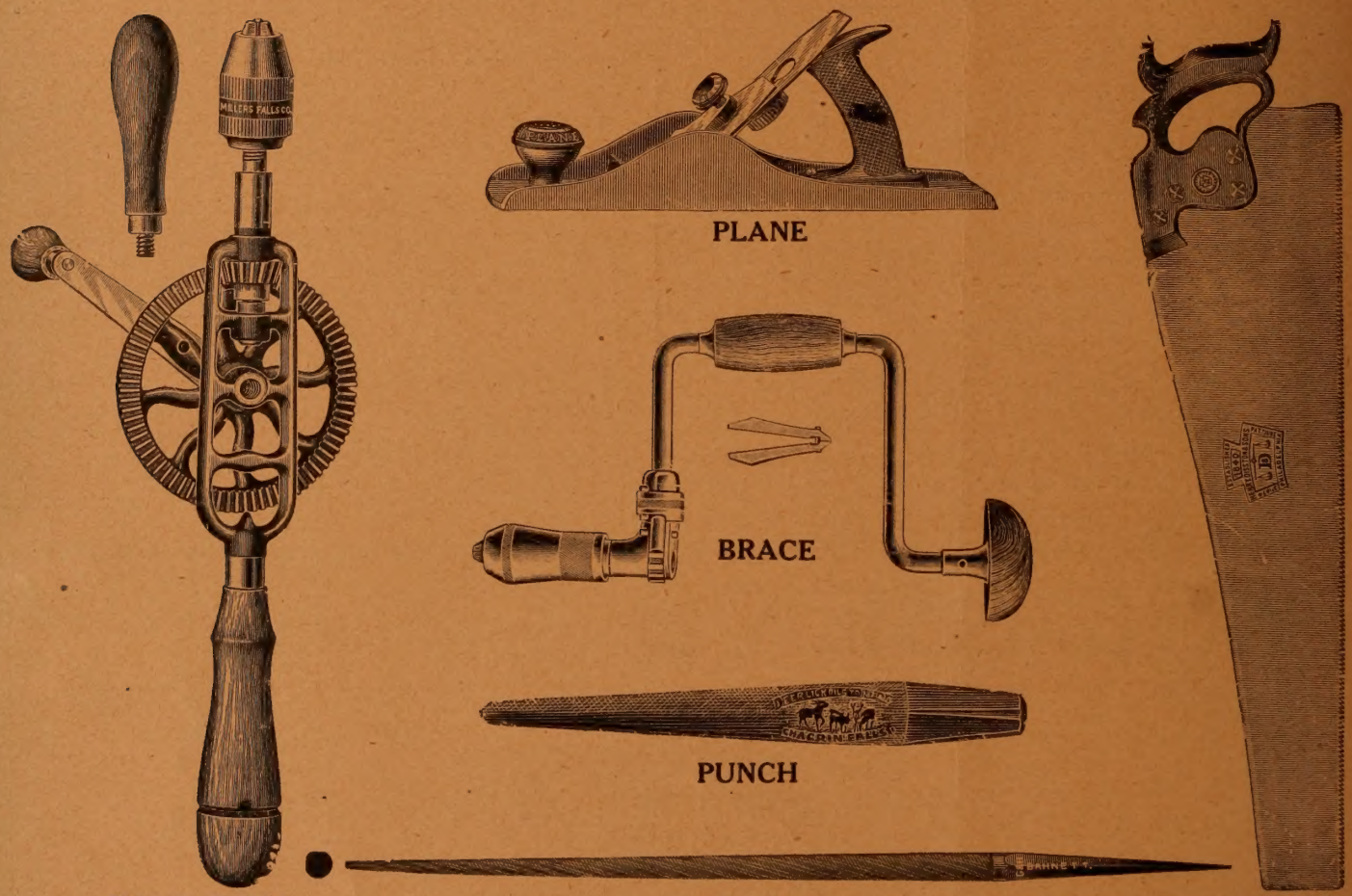
MONTREAL BRANCH, 122 Craig St. West

ST. JOHN, N.B., H. G. Rogers, Agent

Don't Wait for Something to Turn Up. Try a "WANT AD."

The Building Trade

promises to open up with the same rush as last year. The demand for carpenters' supplies will be just as great. Our stock could not be in better condition to supply the requirements.

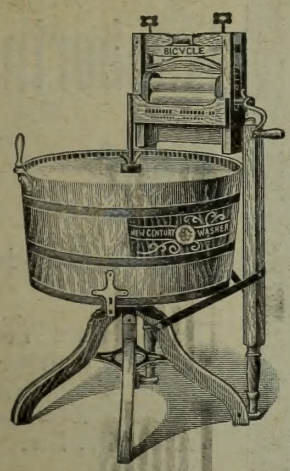


Everything that can be required we have in stock.

RICE LEWIS & SON, Ltd.

Toronto

Something You Ought to Be Selling



The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

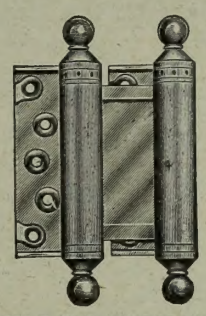
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

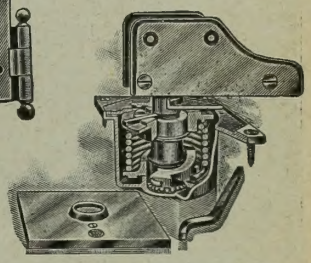
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

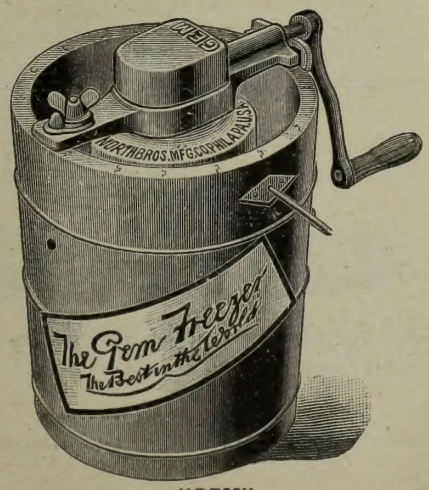
CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE
- Well Advertised
- In Demand
- Easily Sold
- Satisfactory in Use
- Of Known Reputation

THEY EXCEL IN
- Easy Running
- Quick Freezing
- Economy
- Convenience
- Practical Results

"LIGHTNING"



"GEM"

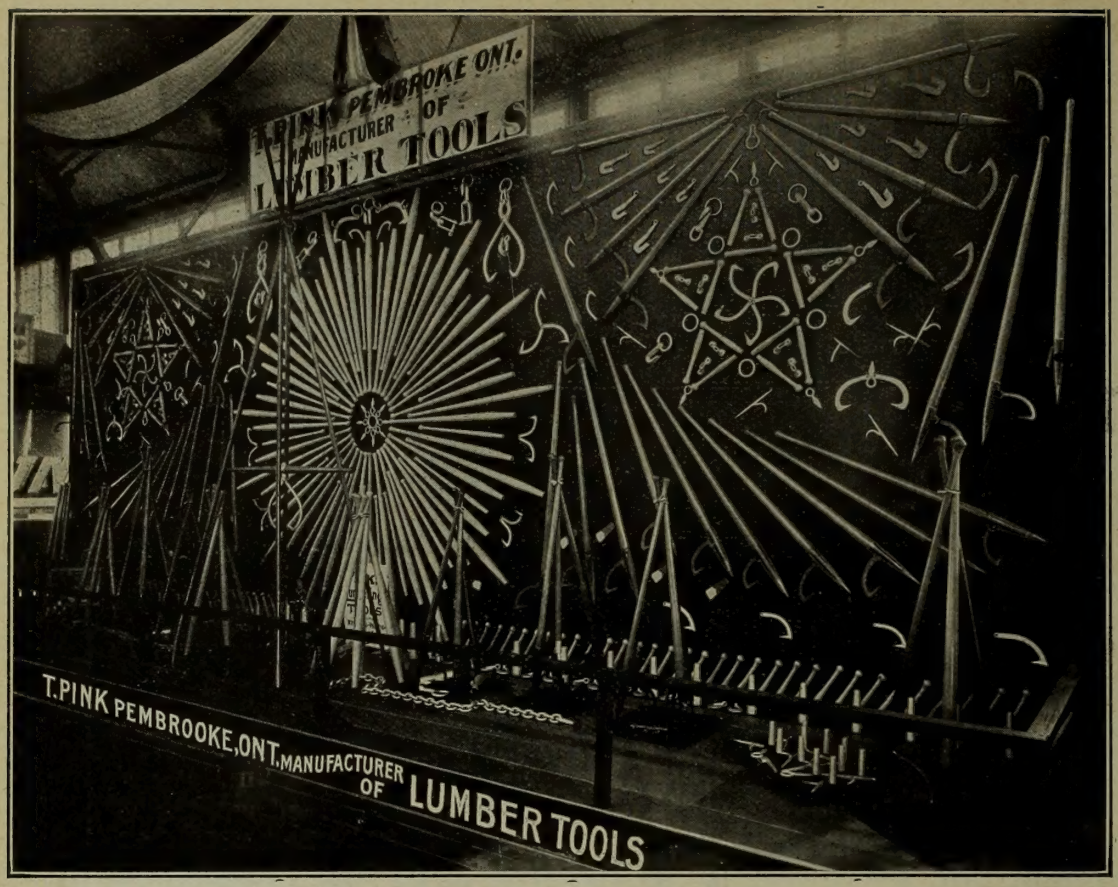
"BLIZZARD"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

ZINC SHEETS

In Stock :

36" x 96" Nos. 8 to 15

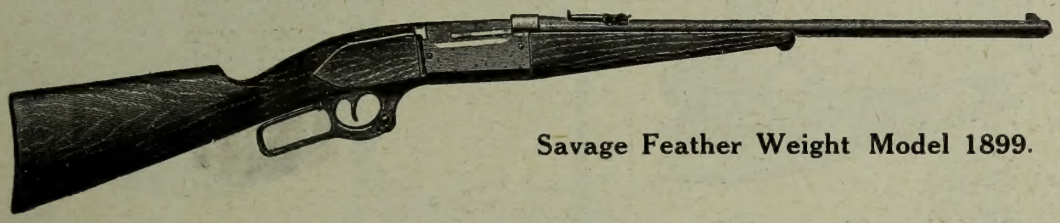
48" x 96" Nos. 8 to 10

M. & L. Samuel Benjamin & Co.

Toronto, Ontario **London, England**

A Tip to the Wise

This is not a tip on stocks or a horse race but a dead sure thing as a money maker

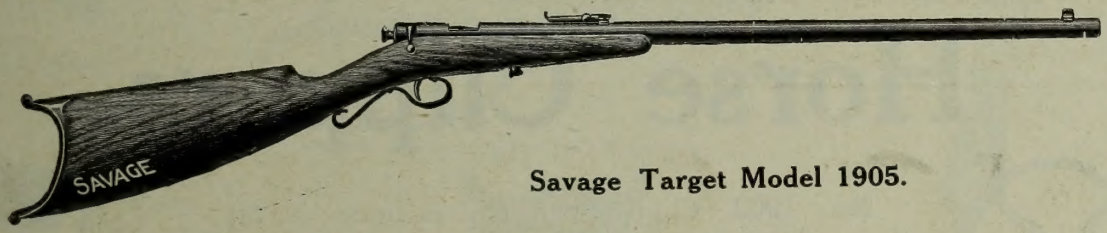


Savage Feather Weight Model 1899.

If you handle SAVAGE RIFLES you will remember that for the last three years you have had trouble in getting supplies.

Our experience has been that we were unable to fill orders, except those placed early.

Take our advice and buy your full requirements without any further delay, and we will guarantee positively to make shipments by September 1st, if orders are placed within the next two weeks.



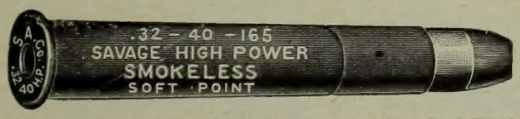
Savage Target Model 1905.

There are no new models this year as the factory is devoting their entire capacity on their old lines, all of which are good sellers.

We stock the following:—

Savage Junior Model 1904, - -	22 cal.	Savage Model 1899 - -	30 cal.
Savage Target Model 1905, - -	22 cal.	" " " - -	303 "
Savage Model 1905, Style C, - -	22 cal.	" " " - -	32/40 "
Savage Repeater Model 1903, -	22 cal.	" " " - -	38/55 "

We also stock Model 1899 in Feather Weight, Take Down, and Carbines.



SAVAGE ammunition is recommended for use in SAVAGE RIFLES. We carry a full stock ***of all*** calibres to suit these rifles. Sporting Goods Catalogue mailed upon request.

WRITE FOR PRICES.

LEWIS BROS., LIMITED

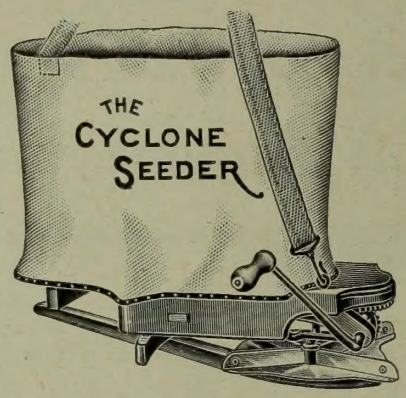
Address all correspondence to

MONTREAL

TORONTO
OTTAWA

CALGARY
VANCOUVER

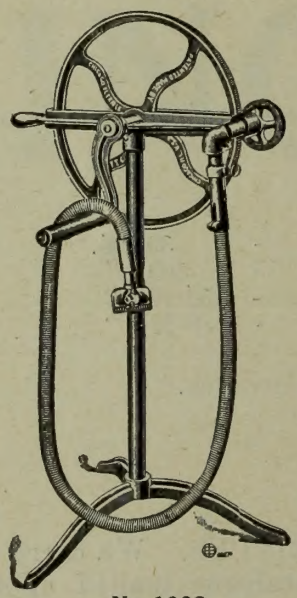
Cyclone Seed Sowers



Will sow **Timothy, Clover, Wheat, Oats, Rye, Buckwheat, Turnip, Corn,** or any other **kind** of **grain** or **grass** seed **distributing** the seed evenly and can be **adjusted** to sow any **quantity** to the **acre.**

Order your stock now. We can make prompt shipment.

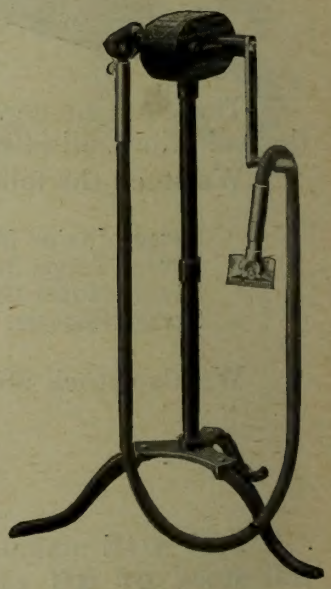
Horse Clippers



No. 1902

No. 1902—Clipper will clip a horse in 30 minutes, can be operated by either right or left hand, complete with 6½ ft. flexible shaft.

No. 1—Enclosed gear the latest and most improved machine on the market. Gears are all enclosed in a dust proof box, complete with 6½ ft. flexible shaft.



Enclosed Gear

WOOD, VALLANCE & CO., Hamilton, Ont.

GEO. D. WOOD & CO.,
Winnipeg, Man.

WOOD, VALLANCE HARDWARE CO., LIMITED,
Nelson, B.C.

WOOD, VALLANCE & LEGGAT, LIMITED,
Vancouver, B.C.

TORONTO OFFICE,
94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

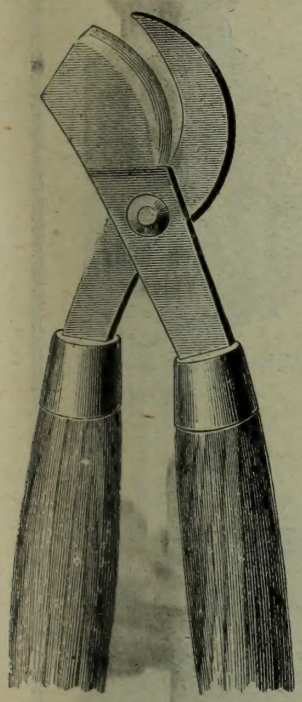
HARDWARE MERCHANTS

Only Wholesale

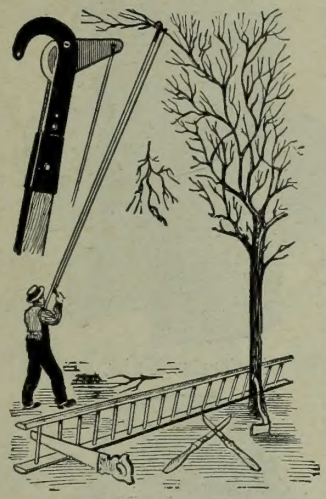
138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

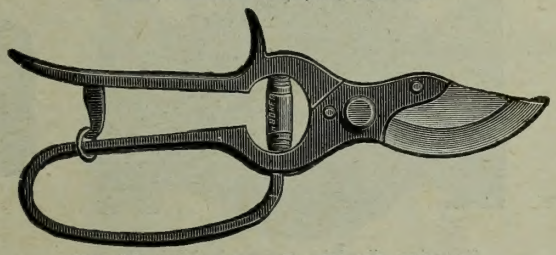
TREE PRUNERS



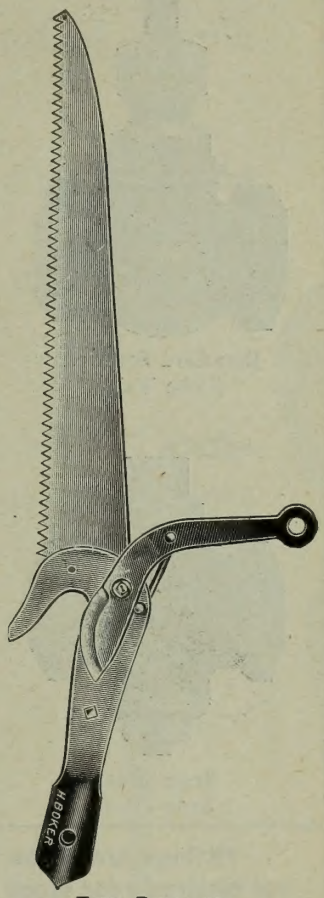
Tree Pruners
26 inch Handles, Cast Steel Blades.
41 " " " " "



Tree Pruners—Complete with Pole.

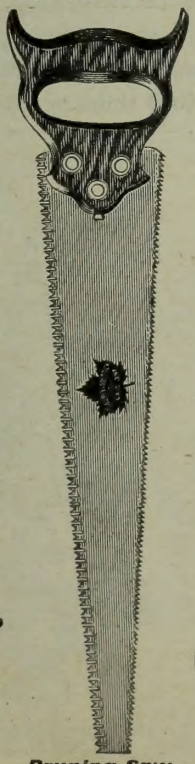


No. 45—8 inches long, Cast Steel, Bow Handle.

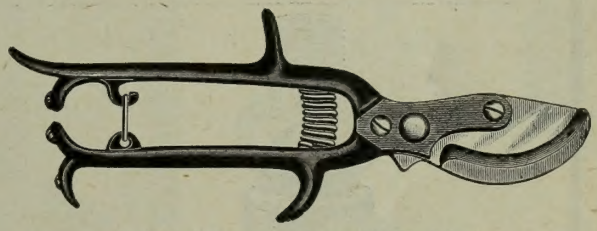


Tree Pruners.
Steel Frame, 12 inch Saw.

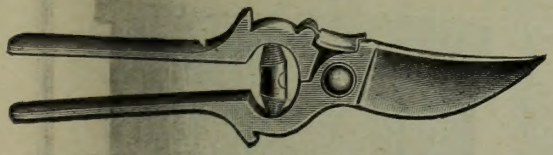
No. 60—9 inches long, Light, Half Polished.



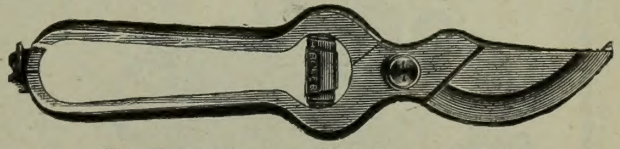
Pruning Saw.



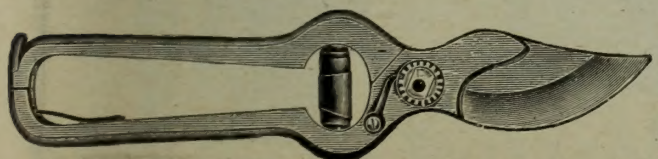
No. 0—9 inches long, Japanned Spiral Spring.



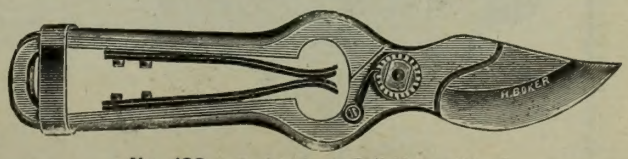
No. 138—8 inches long, Black Polished Blade, Flat Spring.



No. 40—8 inches long, Black, Flat Spiral Spring.



No. 85—9½ inches long, Full Polished, Ratchet Nut.



No. 128—9 inches long, Full Nickel Plated.

For fuller information see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

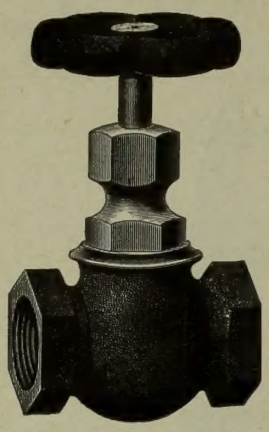
Opposite Union Station

Our Prices are Right

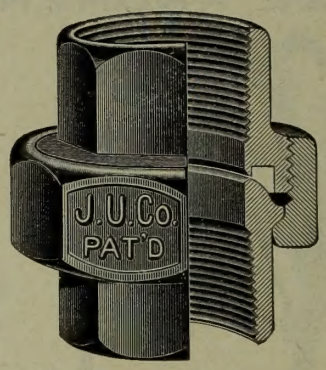
GRAHAM NAILS ARE THE BEST

We Ship Promptly

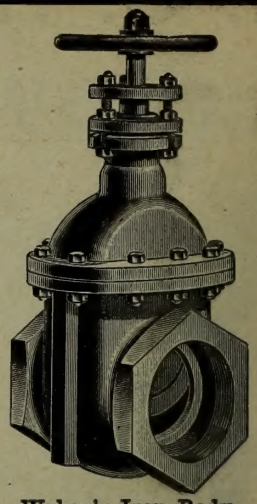
Steamfitters' Supplies



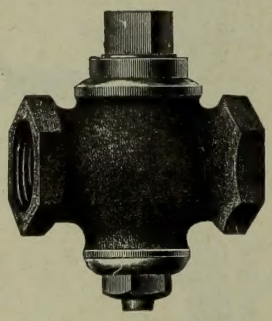
Standard Screwed Globe Valve.



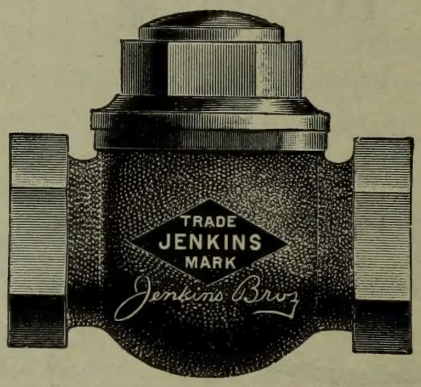
Jefferson Union.



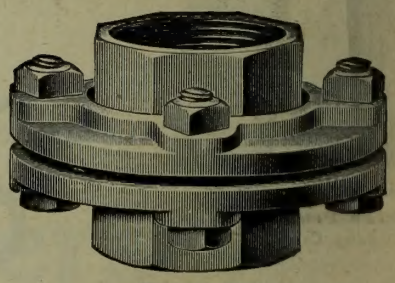
Weber's Iron Body Gate Valve.



Brass Steam Stop Cock.



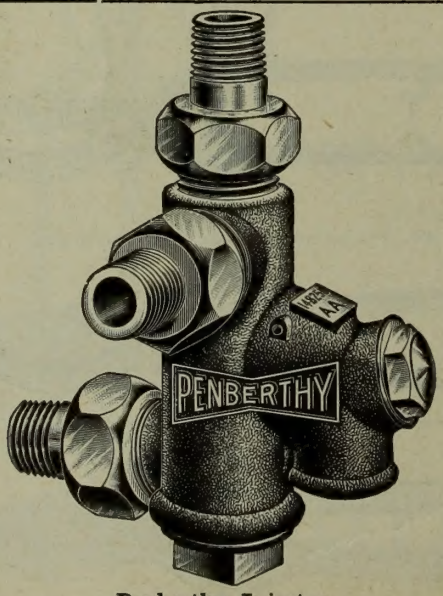
Genuine Jenkin's Check Valve.



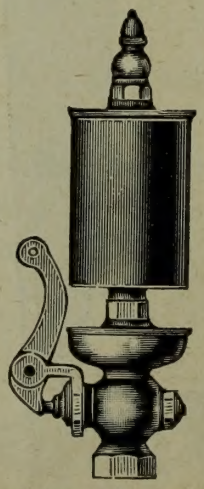
Flange Union.

Fittings are a line that sell readily, yield a good margin, and are very easily handled. If you have not ordered your stock of same for the season, ask our travellers to show you prices.

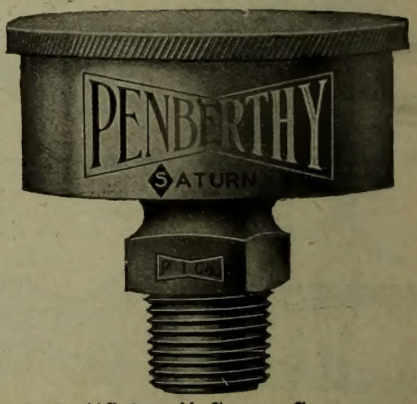
See our general catalogue for many other lines of fittings.



Penberthy Injector.



Steam Whistle.



"Saturn" Grease Cup.

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

Community Silver

is heavier than ordinary silver plate; it is called "triple plus."

It is so good it looks like sterling.

The designs are the work of artists, executed by the most skilled workmen.

Note the beauty and individuality of the design illustrated. It is known as

"FLOWER de LUCE."

We can give you the agency in your town for **"Community Silver."** Write to us or ask our travellers about it.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA

Showrooms, TORONTO, 77 York St. OTTAWA Holbrook Chambers.
QUEBEC. FRASERVILLE.

Eclipse Roofing

and

Sheathing Paper

A Profitable Line for Hardware Dealers and General Stores

ECLIPSE ROOFING is waterproof and odorless; fire resisting; steam, acids, smoke, gases or condensations do not change it; hot or cold weather or sudden changes will not affect it; it is elastic and pliable, consequently easy to lay; it is suited to any style roof, steep or flat, and is superior to steel, iron or tin roofing; it remains unaffected by weather for years; it contains no coal tar and is therefore non-volatile; it is long-lasting, cannot blow off and can be walked on without damage; it is ready for use when shipped and is always neat and attractive in appearance; each roll contains nails and cement for making joints and full instructions for laying.

Put up in Rolls Especially for Dealers

——SAMPLES FREE——

Advertising matter sent with all stock orders

ASK FOR PARTICULARS

The Canadian Fairbanks Co., Limited

MONTREAL

ST. JOHN TORONTO WINNIPEG CALGARY VANCOUVER

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

—THE—
CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
THE MANUFACTURERS LIST CO.
Publishers,
P.O. Box 834 Toronto.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLOTHES HOOKS

Gold Coin Hat and Coat Hooks,

very graceful and mechanically correct, write us about their many good points, and the load they will hold up, order from your jobber. **James & Reid,** Sole Manufacturers, Perth, Ont.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Welbusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

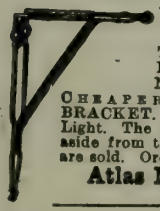
METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.

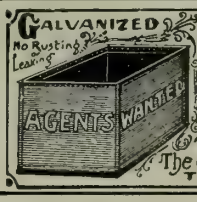


Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin. Manufactured by
THE COLLINS MFG. CO., - TORONTO

TANKS.



Steel Tanks
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co. LIMITED
TWEED, ONT.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

YACHT AND BOAT FITTINGS.

Davey's Patent Windproof Ship Signal Lamps

Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 38 West India Dock Road, LONDON, E., ENG.

Davidson's "Crown" Dinner Pail

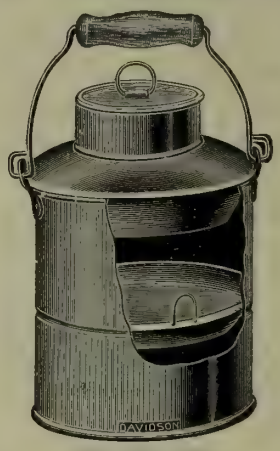
ROUND—WITH CUP, TEA FLASK AND PIE TRAY

"Holds a Real Comfortable Dinner"

Has Room for 4 cups of tea in flask.

A Convenient Feature is that the cup hole in the tea reservoir is made extra large, so that the hand can be easily inserted for thorough cleaning—and there are no sharp edges to damage the fingers while doing so.

Owing to the General Lay-out of the pail, it has a greater capacity for food and liquids than many others of much larger dimensions.



Number 300

3 Quart—List Price, per Doz., $3.60

The Tea Flask beingon the top (instead of, as usual, at the bottom), does not affect the other food by making it soggy and unpalatable from the steam arising from the hot beverage.

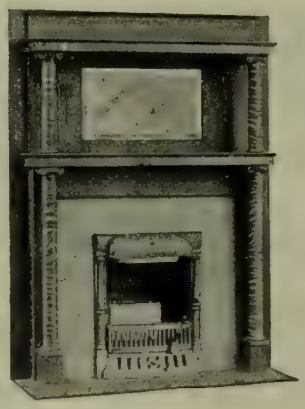
The Pie Tray is held in position by swedge and holds its contents secure and entirely separate from any other portion of the dinner.

Its a Leader in Round Dinner Pails

Our Travellers Have Samples and They Are Selling Fast

THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL and WINNIPEG



Mantels and Grates

TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.

Sold by All Progressive Hardware Merchants. Send for prices

W. L. BARRETT, Mfr., Bristol, Conn., U.S.A.

BARRETT'S STANDARD GLASS CUTTERS

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

LEADED GLASS

For Leaded Art Glass, both for church and domestic use, we cannot be excelled. The largest manufacturers in Canada, hence we have the facilities for turning out the highest class work, and at the right price. Our catalogue contains hundreds of cuts, showing new and original designs in bevelled Plate Lead work, electric-glazed, and set in hard metal bar. (Electro-glazing is a deposit of copper which is put over the lead, giving it a bright copper finish and serving to stiffen and strengthen the glass materially. For a good strong door light, it is indispensable.)

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

SOLE MANUFACTURERS:

QUIBELL BROTHERS, Limited, Newark-on-Trent, England

MOST ready roofings require a certain amount of repairs and painting every season or two in order to keep them free from leaks.

This expense is now unnecessary. With an Amatite roof it is cut out entirely.

Paint offers only a temporary protection at best. Every few years it must be renewed. When you buy a roofing that requires painting you are really buying two articles—roofing and paint—to do the work **that Amatite can do alone.**

Amatite has a real mineral surface. This top surface will withstand the severest kind of weather for many years and insures an amount of protection to your buildings that no other ready roofing can offer. Beneath this mineral surface are double layers of Felt and Coal Tar Pitch—the same waterproofing that is used by the United States Government at West Point, at some of the Navy Yards, at the New York Custom House, and many other such buildings. It is the **greatest waterproofing material known** and you are sure of getting it only when you buy Amatite.

With Amatite once on your buildings you do not have to bother with painting and coating. This is necessary with all smooth surfaced roofings, but with Amatite **that expense and trouble are entirely done away with.**

Although it has so many points of superiority, its cost is no more than the usual run of roofings; in fact, in many cases it is lower.

Is it any wonder that last year we were unable to supply the demand for Amatite?

FREE SAMPLE

Let us send you a Free Sample and Booklet which tells the story in detail and shows photographs of buildings in many sections of the country which depend on Amatite for their protection against storms and weather.

PATERSON MFG. CO. LTD., Canadian Agents

TORONTO MONTREAL WINNIPEG

CONGO

CONGO ON DYE HOUSE, CUMBERLAND, MD.

THERE is one kind of ready roofing which is absolutely waterproof and meets all the requirements of a ready roofing; that is Congo.

It is aptly known as the "never-leak" roofing.

But Congo is not only waterproof; it is also proof against heat, cold and acid fumes.

It is made to last and experience shows that it does last.

The strong point about Congo is the wonderful pliability. It bends like rubber, looks like it, and keeps the water out the same as real rubber would.

FREE SAMPLE

Don't buy your roofing this Spring until you examine a sample of Congo; and remember, Congo samples are not special pieces prepared for the purpose, but are cut from our regular stock.

We mention this because Congo is so attractive looking, so tough and pliable that people sometimes think the samples must be specially prepared.

UNITED ROOFING & M'F'G. CO.

PHILADELPHIA, PA.

Successors to Buchanan Foster Co.

H. S. Howland, Sons & Co., Toronto **Starke-Seybold Ltd., Montreal**
Mechanics' Supply Co., Quebec **S. Hayward Co., St. John,**
Geo. E. Smith & Co., Halifax

Show the Farmer

EUREKA RAKES

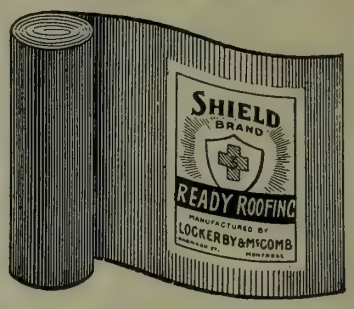
The strongest, neatest, and most satisfactory wooden hay-rake ever offered the trade. Handle and brace pieces sawn in one piece—handle firmly mortised to the head. Only good, clean, tough wood used in these rakes—wood that will stand usage and thoroughly satisfy your farmer customers.

Price List on Request

J. H. Still Manufacturing Co.
Limited
ST. THOMAS, ONTARIO

The Long and the Short of It

"IT" MEANS



THE "LONG"
is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"
part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co.,
Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B.
J. A. Bernard, QUEBEC
Clare & Brockest, WINNIPEG
Ellis & Grogan, CALGARY
Wm. N. O'Neill & Co., VANCOUVER

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO.
LIMITED
GALT, - ONTARIO

Now is a Good Time

to freshen up your stock of carpenters' tools. A tool which will capture the trade of your progressive customers is the

"RAPID" AUGER BIT

With the Guide Point

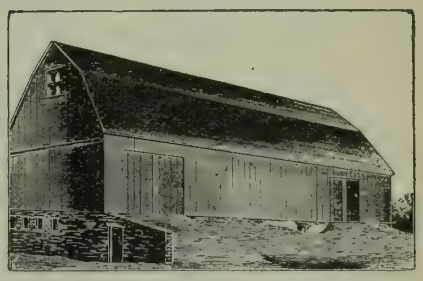
Made from a special grade of properly tempered tool steel, and having the patented guide point. Rapid Auger Bits never fail to please good carpenters.

Send for Price List

The Rapid Tool Co., Limited

PETERBOROUGH, ONT.

"Brantford" "Roofing"



Get FREE SAMPLES of our roofing and see for yourself what a strong, durable, pliable and altogether superior roofing it is. Two finishes--Asphalt and Rubber. Sold at as low a price as a really good roofing can be sold --about one-third less than metal. Get a step ahead of your competitor by securing the agency for your town.

Brantford Roofing Co. Limited

Brantford, Canada

Montreal Agent; Chas. A. Sullivan.
Winnipeg Agents ; General Supply Co., of Canada, Limited.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO
MONTREAL
HALIFAX
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Yours for the Asking!

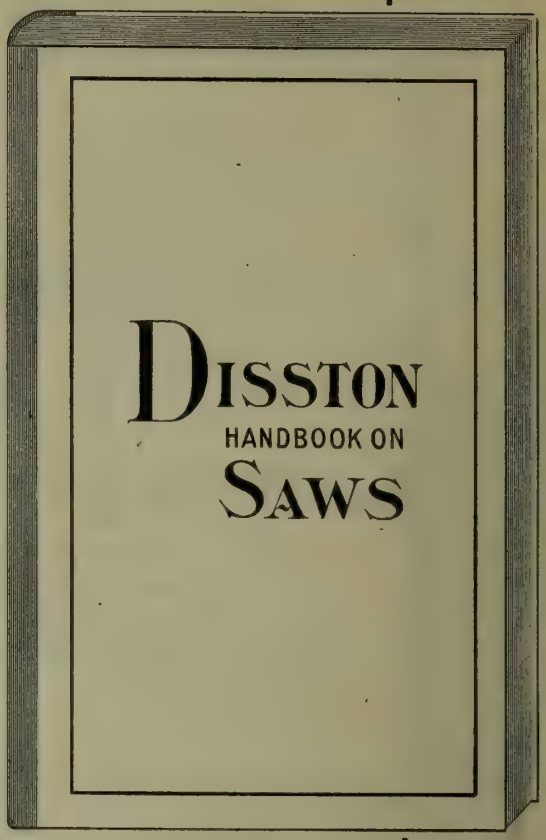
A book 6x9, containing 208 pages of practical and useful information—articles on **THE MAKING** of the **DISSTON SAWS, TOOLS** and **FILES,** giving the progressive steps in their manufacture, a large number of illustrations of sections of the Works, together with Treatises on the Care and Use of Saws, etc.

HENRY DISSTON & SONS, Inc.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, PA.

CANADIAN WORKS:
112 Adelaide St. East, - TORONTO, CANADA



A Few of Our Lines

that will give

YOU A PROFIT

and

YOUR CUSTOMER SATISFACTION

Every Wrapper Carries Our Guarantee.

Write for prices.

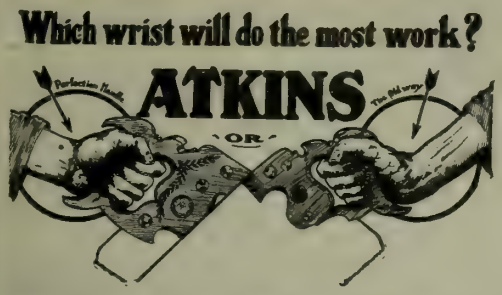
A Sample Order Solicited.

E. F. WALTER & CO.

Temporary Warehouse

318 St. James Street, - - - MONTREAL

REGISTERED TRADE MARK TRUE



Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.
Home Office and Factory: INDIANAPOLIS, IND

DOUBLE ENDED BOY'S HOCKEY SKATE

This is a great seller. A skate that the boys want. It is low priced and specially adapted to stand the hard knocks that the small boy will give it. This is the first year we have listed it. Made in two qualities, Plain Steel and Nickel Plated. Also comes in larger sizes for men for we find men as well as boys want this skate.
List price, Plain Steel 65 cts. per pair. List Price, Nickel Plated $1.15 per pair. Made in sizes from 7 to 12 in.

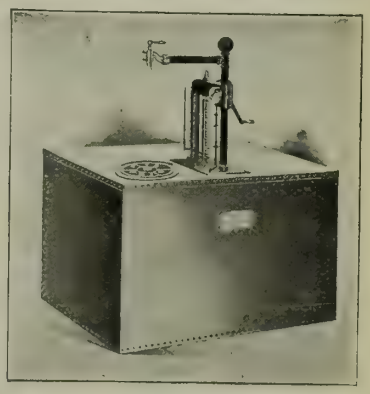
STARR MANUFACTURING CO., LIMITED, DARTMOUTH, N.S. CANADA.
TORONTO BRANCH, 126 WELLINGTON STREET.

The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Self-measuring Oil Tank, but rather how much it is now costing you to be without one.

You have lost enough money to pay for a Bowser many times over. Write for catalog V, which tells you why you have lost money and how to stop it.

S. F. Bowser & Company, Limited
66-68 Fraser Avenue, Toronto



Cut 9—Floor Tank
For Heavy Oils

Why Not Sell Structural Steel

when the building season re-commences? You—a live, progressive hardwareman—can make money by supplying contractors, builders, architects, etc., with **STRUCTURAL STEEL**. We will assist you to do so by giving you any information as to measurements, prices, etc., which you may require to make the contractors an offer, and we will **GIVE ANY** hardwareman who tries to sell our Steel a **CLOSE PRICE**, enabling you to **CONTROL** the Structural Steel business in your locality, and make good, continuous **PROFITS**. It's worth your while to get in touch with the local builders and the best time is **NOW**.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

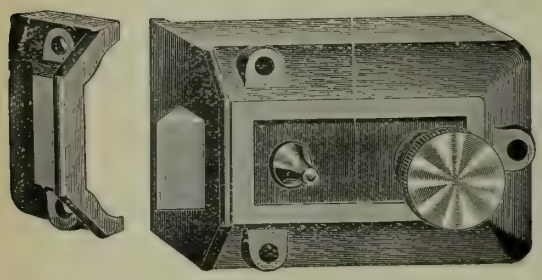
SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

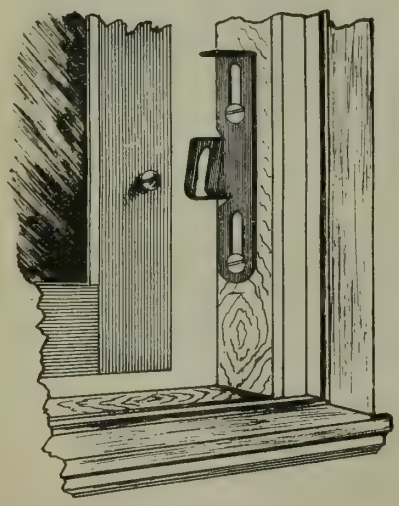
Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

BOURQUE'S Storm Window Fastener

is the Best Utility and Economical Fastener Yet Invented

Be the first to introduce it into your town.



UTILITY.—It can be used as inside or outside fastener It can be used as a storm window fastener in winter or as a screen window fastener in summer or for venetian blind frames. Being fastened to the house window frame, the same fastener does for all the purposes set forth. It can also be used to lock the sash for parties closing their house in the summer. Same is done without taking out any screws, because the holes at the ends of the slots allow the screw head to pass if desired to relieve the fastener. No ladder to climb with a heavy window, all the work is done inside of the house.

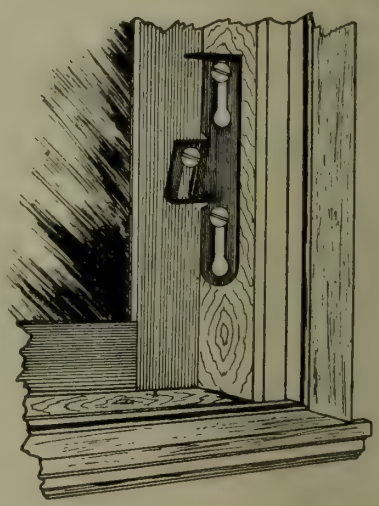
ECONOMY.—Once in place, it is there to stay; no screws to take out every fall and spring. Therefore no screws to lose every summer and buy every fall.

OPERATION.—Once put on, the only tool required is a hammer, and a few taps on the top projection draw your window as tight as required.

UNBREAKABLE.—Being made of the best steel, it is indestructible and will last a lifetime.

Packed in 1 doz. set boxes (4 to a set) in a neat cardboard box, complete with screws and directions for putting on. They can be retailed for 20c. at a good profit.
For sale by all first-class wholesale hardware houses.

Patented in Canada, May 28th, 1907.



Write direct for particulars, sending the name of your jobber.

W. BOURQUE, - EAST SHERBROOKE, QUE.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

"ONE MINUTE" WASHER

Easiest operating washer made.

DEALERS

Write us to-day for the exclusive agency as we only sell to one dealer in each city or town.

WHITE, EHRHARDT & CO.
124 Logan Avenue
TORONTO - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

BICYCLE SUNDRIES

Write to Humphrey Bicycle and Hardware Company for Catalogue and Wholesale Price List. Everything for the Bicycle.

RIDE HUMPHREY TIRES
they are guaranteed.

364-366 Queen Street West
TORONTO, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

TINPLATES

All made out of the
BEST SIEMEN'S MARTIN STEEL
Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

Tinsmiths' Helper and Pattern Book

by H. K. Vosburg

This book treats the simpler problems in pattern cutting and gives a variety of tables and information constantly needed by the mechanic.

The three sections are devoted to

Diagrams and Patterns.
Epitome of Mensuration.
Tables, Rules and Recipes.

It is a very useful handbook for tinners and all workers in sheet metal.

120 pages, price $1.00 postpaid, 53 figures. (All orders payable in advance.)

MACLEAN PUBLISHING CO.
Technical Book Department
10 FRONT ST. EAST, - TORONTO

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

IN ACTUAL SERVICE

That is the place to test out Twist Drills or any other tools—that is where you get the results that count.

"Diamond" High Speed Twist Drills are in such tests every day, working under the most exacting conditions and are proving superior to any others.

They do more work, do it faster and with less grinding and wear longer.

That means ECONOMY.

Catalogue No. 62, sent on application.

One of our customers reports to us that with one dozen ¾ inch "Diamond" High Speed Twist Drills, Jobbers' length, they drilled 100,000 cast-iron skate wheels, drilling one inch deep, using a six spindle Automatic Drill. In doing this about 1½ inches only of the drill was used.

THE WHITMAN & BARNES MFG. CO.

CANADIAN FACTORY AND SALES OFFICE

ST. CATHARINES, - - - - ONTARIO

WALK LAID ROPE

Is the most serviceable, as it stands the greatest breaking strain.

The preference for Walk Laid Cordage over Machine make is again emphasized by the United States Government awarding a large tender for same.

The only Rope Walks in Canada belong to

CONSUMERS CORDAGE COMPANY LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of ROPE and TWINE of all description from Manila, Sisal, Jute, Russian, Italian.

AGENTS AND BRANCHES:

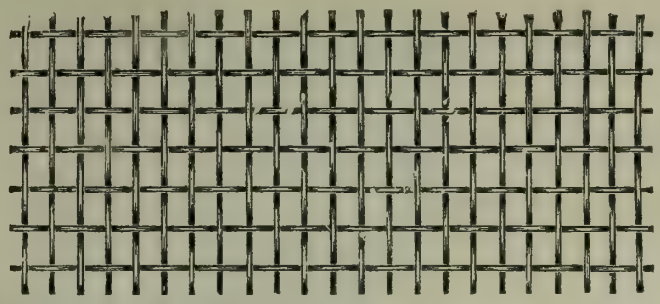
F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.

MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



WIRE CLOTH

We make all kinds of Wire Cloth for every purpose.

We can supply any mesh required from any size of Wire. Quality and finish the very best.

We carry a large stock of all standard grades and can ship promptly.

We solicit correspondence ***Special catalogue sent on request.***

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. ***MONTREAL, QUE.***

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

Manufacturers of

BARBED, PLAIN TWIST and COILED SPRING FENCING, GALVANIZED WIRE, FENCE STAPLES

WIRE NAILS

Flat Head
Round and Oval Head

SCREWS

Bright, Brass, Nickel-Plated, Bronze

BRIGHT, ANNEALED and OILED and ANNEALED WIRE

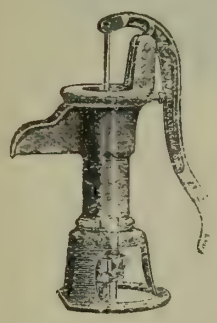
Tinned Wire for Mattress, Broom and Bottling

COPPER and BRASS WIRE

Bright Wire Goods
Steel Wire Barrel Hoops

STRAND GUY WIRE

Things Seem to be Very Good Again



and we have almost forgotten the crimp which was put in business lately.

McDougall Pumps will make you forget all your pump troubles and your customers will resign from the Anvil Chorus.

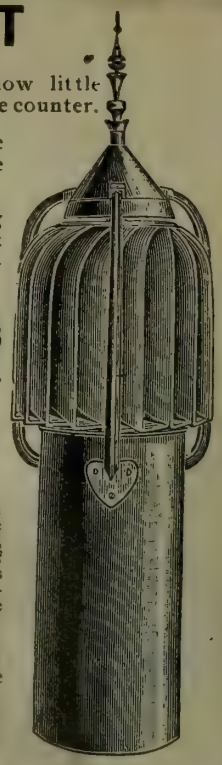
"Aremacdee" quality is a panacea for all Pump ills, our catalogue, please ask for it.

THE R. McDOUGALL CO.

LIMITED

GALT, CANADA

DOUBLE PROFIT



Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town or neighborhood. Get after the builder and show him the advantage of putting in one of our

Aeolian Ventilators

the best means for insuring pure air.

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,

E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day.

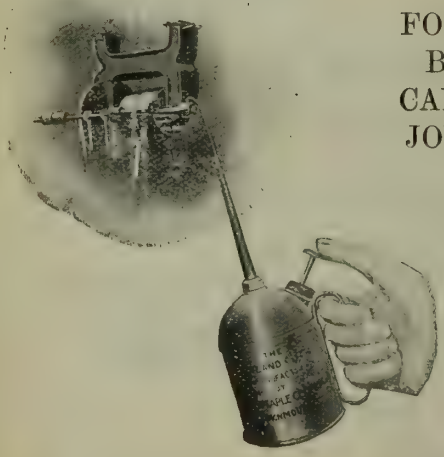
Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

MONTREAL

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

Wise Hardwaremen Sell the

"DILLON"

Hinge-Stay Field Fence

Strong Handsome Durable

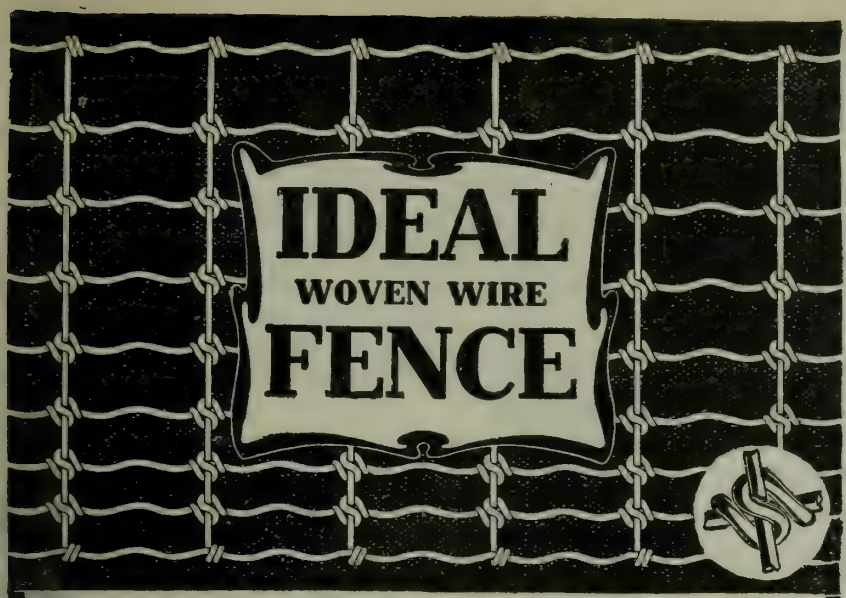
and the "Hinged Stays" prevent all possibility of sagging.

PARTICULARS ON REQUEST

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberomble Hardware Co., Vancouver



Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
The Ideal Fence Co., Ltd., Dept. O, Winnipeg, Man.

BAR IRON

which leaves nothing to be desired as to quality is the only bar iron worth your while selling. That is *LONDON BAR IRON*. It is chemically perfect and properly rolled. Your customers will appreciate your business sagacity if you sell them only *LONDON BAR IRON*. Let us have a trial order, anyway.

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

HAMMOCK INSURANCE

CAN BE PROCURED BY USING

McKinnon Hammock Chains

They are practically INDESTRUCTIBLE, will outwear any hammock. ROPE is never safe and will only last ONE SEASON.

Hammocks can be adjusted quickly, and taken in at night, without trouble.

YOU TAKE NO CHANCES OF FALLS OR BROKEN BONES with these chains.

1 SET

McKINNON-QUALITY TRADE M.M. MARK BEST MADE

36 INCH

Indestructible

Hammock Chains

Price **25c.** Set

The dealer makes a good profit by selling this line.

ALSO OUR

ELECTRIC WELDED

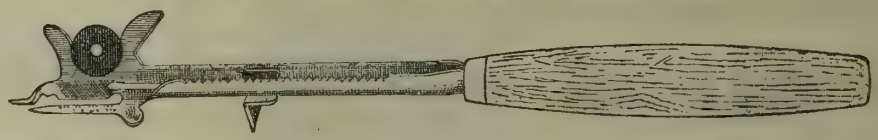
COW TIES

McKINNON

Dash & Metal Works Co.

ST. CATHARINES, ONT.

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

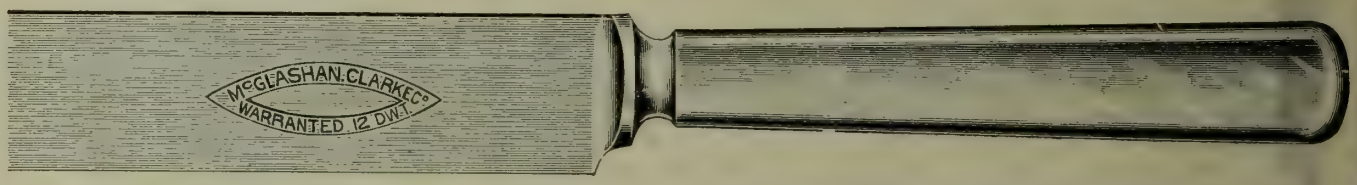
OWNED AND MANUFACTURED BY

THE CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.

PLATED WARE THAT WEARS

is the kind of plated ware that you can't help selling. That's the kind we manufacture. Send for our catalogue—it's full of profitable suggestion.



THE McCLASHAN, CLARKE COMPANY, LIMITED,
NIAGARA FALLS, CANADA

AGENTS: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que.
N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

HARDWARE MEN

Two of the strongest lines—two of the most popular lines—and two of the most profitable lines—that you handle are

"PURITAN" REACTING WASHING MACHINES AND "FAVORITE" CHURNS

They are as staple as wheat—and steady sellers the year round. Write for booklets and prices to dealers.

David Maxwell & Sons, St. Mary's, Ont.

Wheelbarrows

All kinds and sizes. The cut reproduced here is just of one of the many, but the kind every contractor should use. The substantial, satisfactory, steel tray Contractor's Barrow.

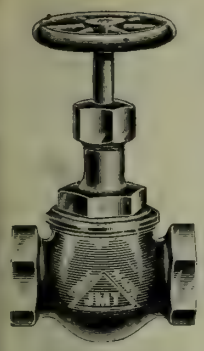
The London Foundry Co.

LONDON, CAN.

"ENGINEERS' and PLUMBERS'" Brass Goods

TRADE MARK J.M.T. A GUARANTEE OF QUALITY

A Few J.M.T. Goods.



J.M.T. VALVES for all uses.

J.M.T. Injector Efficiency at a low price.

J.M.T. "Cushion" Basin Cock with China Index.

J.M.T. "Cushion" Bibb Cocks. They Last Longest.

J.M.T.

You Cannot Always Determine

by the outside appearance, the quality of the Engineers' and Plumbers' Brass Goods you buy.

You must rely upon the manufacturer to a large extent to get full value for what you pay. Our reputation for ***QUALITY GOODS*** exceeds 25 years in the brass business.

WE STAND BACK of our products with a full guarantee for satisfaction.

The **Jas. Morrison Brass Mfg. Co.** *Limited*

93-97 Adelaide St. West

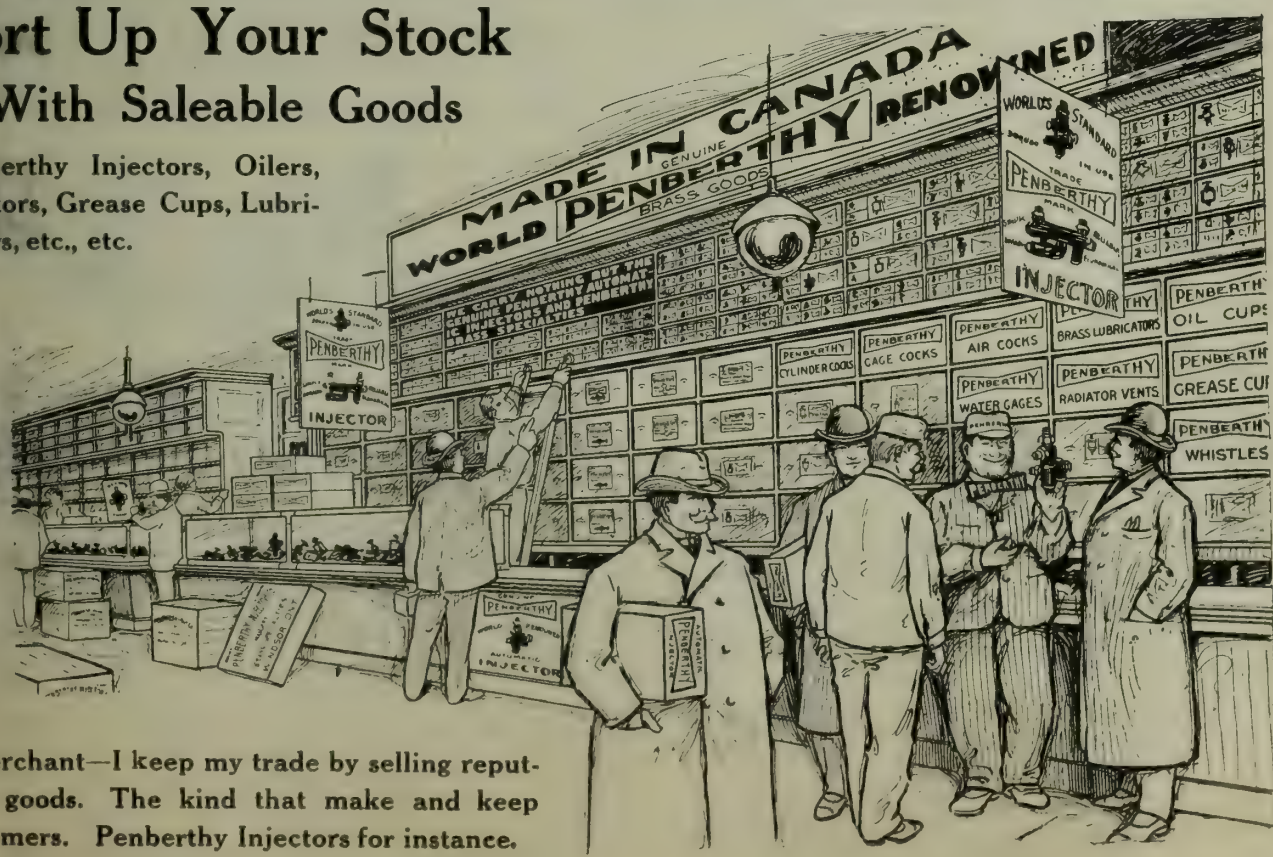
TORONTO

Sort Up Your Stock

With Saleable Goods

Penberthy Injectors, Oilers, Ejectors, Grease Cups, Lubricators, etc., etc.

"They Always Work"



Merchant—I keep my trade by selling reputable goods. The kind that make and keep customers. Penberthy Injectors for instance.

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

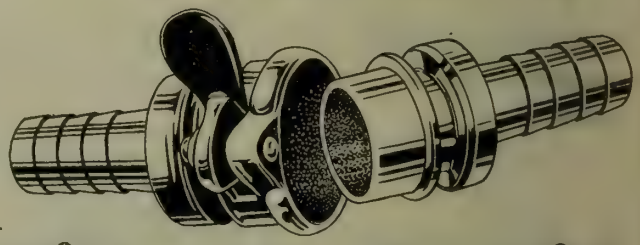
The White Mop Wringer Co.,

Fultonville, New York

AWAY WITH THE OLD HOSE COUPLER.

The Time-Saver Hose Coupler

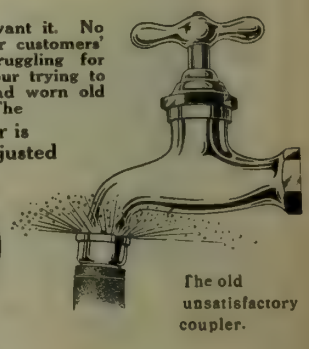
Has Come To Stay.



All hose users will want it. No more water up your customers' sleeve. No more struggling for a quarter of an hour trying to attach a leaky thread worn old coupler to the tap. The Time Saver is Instantly Adjusted

The new way with the Time Saver.

Trade Mark



The old unsatisfactory coupler.

Made in all standard sizes, and may be had from your jobber or direct.

The Time Saver is a money maker.

Thoroughly tested for five years.

The TIME SAVING COUPLER CO., Ltd.,

166 BAY STREET, TORONTO

Hecla Furnace Agencies for 1908

are being established throughout Canada and we want agents where at present we are not represented. Let us send you our catalogue and quote our prices.

The Hecla is known everywhere as the furnace which commands a good price. This is due in part to the advertising done in its behalf, but more especially to those special features in its construction to which it owes its successful operation, viz., the Cast Iron Combustion Chamber and the Patent Fused Joint. These are talking points the advantages of which are easily understood and which help to sell furnaces.

We carry stocks at Preston, Winnipeg, Calgary, Vancouver, Toronto and Quebec, and are prepared to execute all orders promptly.

CLARE BROS. & CO., Limited, Preston and Winnipeg

Are You In A Position To Supply A Big Demand For

ALABASTINE

As the months roll on the demand for Alabastine grows larger and larger, at the rate the orders are at present flowing in the sale of this popular product will reach a gigantic scale during the house-cleaning season. Are you in a position to reap a share of the profits resulting from this huge demand? Have you a complete line of Alabastine? Better fill in the gaps at once. Beware of the whiting and glue preparations, which are dead ones. The people want Alabastine—the sanitary, durable, gypsum rock wall coating—and it pays to give the people what they want.

Cloth Banners, Counter Show Cards, Tint Cards, Our Superb Catalogue, "Homes, Healthful and Beautiful," Handsome Two Sheet Posters and other literature liberally supplied to all who handle Alabastine. We will certainly do our part to bring the profitable Alabastine trade your way.

The Alabastine Co., Limited, - Paris, Ont.

MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication will be begun shortly in Hardware and Metal, and will run for six months or more. Special subscriptions will be taken during the time it is running, at $1.00. Of course, regular subscribers get it without extra change. We would appreciate very much our readers drawing the attention of commercial travelers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

A salesman of experience realizes that ideas —practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.

MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin $1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,
Subscription Department,
10 *Front St. E., Toronto*:

Please send me *Hardware and Metal* regularly during time you are running "Men Who Sell Things."

.....
Name.
.....
Street.
.....
Town.

SWASTIKA

LONG LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

A Photograph of a Bartlett

AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

GETTING HOLIDAY BUSINESS,
SPECIAL SALES,
EXPOSITIONS,
SOUVENIRS,
PACKAGE SALES,
MONEY MAKING IDEAS,
CONTESTS,
SENSATIONAL ADVERTISING.

Do you want to know 333 WAYS OF GETTING TRADE? We will send you "Sales Plans" postpaid on receipt of $2.50.

282 PAGES. BOUND IN CLOTH.

THE MACLEAN PUBLISHING COMPANY

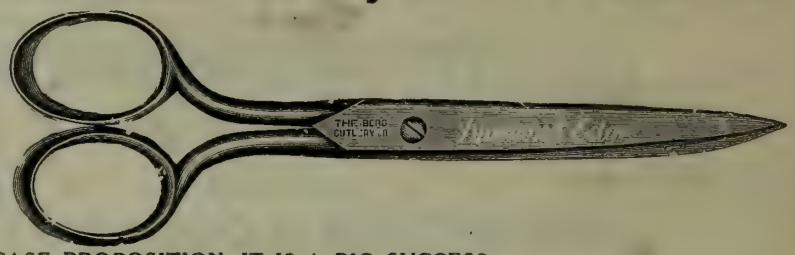
Technical Book Department, 10 FRONT ST. E., TORONTO

DIAMOND-EDGE SCISSORS are to-day the FAVORITES of the market.

BECAUSE:

1st Their quality cannot be surpassed, for it is the very best.
2nd They have a superior finish.
3rd They are of excellent workmanship.

Every pair of them is guaranteed but you will not get any complaints for the goods of The R. Berg Cutlery Co. have made a name for themselves as being A1 in every respect.



TRY OUR SHOW-CASE PROPOSITION, IT IS A BIG SUCCESS
DETAILS FROM YOUR JOBBER OR

F. W. LAMPLOUGH & CO., 9 De Bresoles Street, **MONTREAL**

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS

Twice as quick as any other machine with half the ice.

NO DIRT
NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,
746 Notre Dame St. West, - MONTREAL

Earn the Plumber's Good-will

by selling him only

"Diamond" Brand Fittings

Every fitting is perfect in material, in threading, and in finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

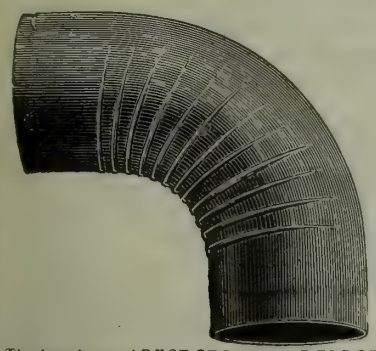
Esco Steel Coating

is the greatest preservative known for all kinds of metals. It prevents rust and corrosion and will never peel off.

Agents wanted.

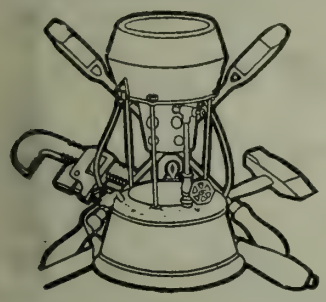
Eadie-Douglas Company
P.O Box 438 - Montreal

Coopers' Improved Patent One-Piece Stove Pipe Elbows



The heaviestand BEST STOVE PIPE ELBOW on the market. Measures 23 inches long at the back.
We also manufacture **CONDUCTOR ELBOWS**

E. T. WRIGHT & CO.
Hamilton, Ont.



Good Tools and Modern Methods

will enable you to meet the keenest competition.
If you find your competitor is cutting under your prices, do not jump to the conclusion he is losing money; he may be using more modern tools and time-saving methods, and it is just possible he is making more money than you are. Every issue of

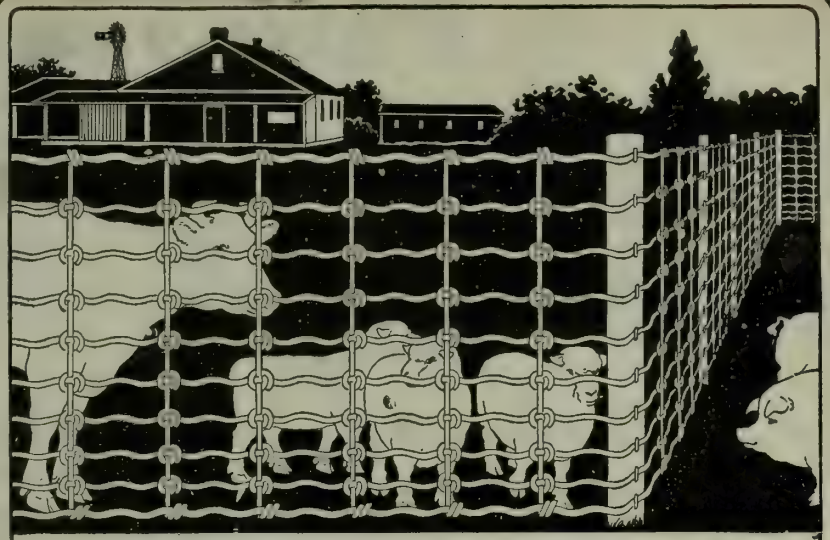
Plumber and Steamfitter of Canada

contains suggestions and ideas which have been tried out and found successful, and which it would pay you to adopt. New tools are described and an unprejudiced opinion given by our Editors as to the advantages to be gained by using them.

Published twice a month. Subscription price $1.00 per year. If you are a subscriber of Hardware and Metal you can secure the paper for 50c. per year.

Plumber and Steamfitter of Canada

MONTREAL TORONTO WINNIPEG



THE FENCE THAT'S A FAVORITE

The fence that farmers buy is the fence that it pays dealers to handle. They soon find out the dealers who carry the kind of fencing that best suits their needs. That's why

Peerless Woven Wire Fence

should be carried in stock by all enterprising dealers. It has elastic and resistive qualities peculiar to itself which make it A 1 fence material and a money maker for dealers. Write and ask us and we will tell you why.
Terms and prices on application.

The Banwell Hoxie Wire Fence Co. Ltd.
Dept. J, Hamilton, Ont.
Winnipeg, Manitoba.

THE CUTTING EFFICIENCY

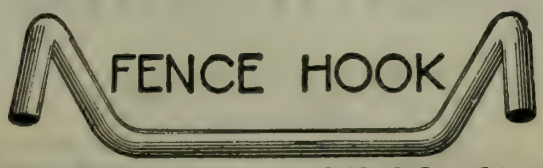
of the lawn mowers you sell, has a great deal to do with your profit and loss statement. If you sell a man a lawn mower which leaves his lawn looking like the back of a singed dog, he'll begin to "knock" you and your store. The surest way to earn the lasting goodwill of your lawn-mowing customer is to sell him a

BROCKVILLE LAWN MOWER

It always cuts easily and cleanly; the knives keep their edge; the parts stay firmly together; the workmanship part on Brockville lawn mowers insures a long life of excellent service.

The James Smart Mfg. Co., Limited
BROCKVILLE, ONT. and WINNIPEG, MAN.

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



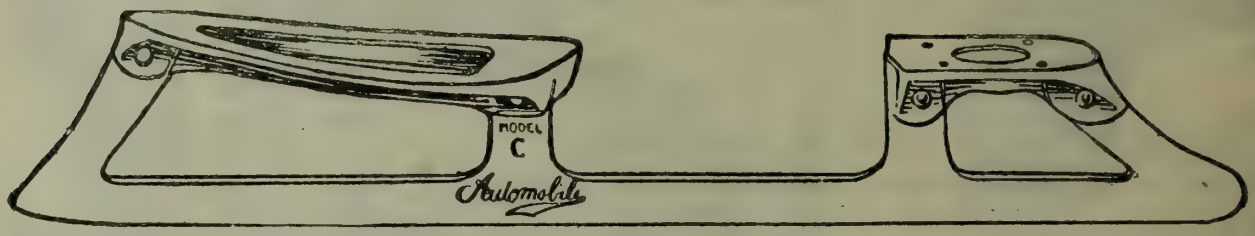
WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Persons addressing advertisers will kindly mention this paper.

Progress

¶ For generations, year in and year out, you have bought and sold skates—just plain skates. The material has not changed, the design has varied little and for the sake of argument, all makes have been alike. It has remained for a firm of initiative and originality to make a skate different from the other fellows. Can you imagine a New Idea skate, a skate with Character ?



AUTOMOBILE SKATES and CYCLE SKATES

¶ Consider these peerless and exclusive selling points : Blades of concave tapered nickel steel—we use nickel steel because of the greater tensile strength and toughness ; Tops of aluminum alloy ; Weight, ounces less than any other hockey or pleasure skate now on the market ; Absolute guarantee against breakage ; Superb design and finish.

WRITE FOR DESCRIPTIVE LITERATURE AND FULL RANGE OF PRICES

CANADA CYCLE & MOTOR CO., Limited

TORONTO JUNCTION, CANADA

Toronto Winnipeg Vancouver Melbourne

Do you want the Refrigerator trade of your town ? If you do, then you must sell the

White Frost Refrigerator

because it is the one, and only one, Refrigerator that is strictly sanitary in every respect. Look at it, and note. It is a beautiful piece of furniture, spotless outside and inside as the pure, driven snow. It is a metallic refrigerator, cylindrical in form, made of galvanized sheet steel, and provided with 1¼ inch air space between walls ; thoroughly insulated with Maltha and Asbestos, the combination of which is recognized as the best material for insulation that has been discovered—certainly the most expensive. Solid brass trimmings . It cannot shrink, swell, warp or decay. There is not one bit of wood as large as a toothpick connected with it in any manner. It is coated with white enamel inside and out (excepting the ice chamber,) and this enamel is thoroughly baked on. It is the handiest Refrigerator made. Has revolving sheaves ; no reaching over a pitcher of milk or jabbing a sleeve into a dish of butter. Just turn the shelf and everything is in front of you. The shelves are made adjustable can be raised, lowered or removed, and replaced in a minute. Shelves are made of wire and beautifully tinned. Light and strong, with no surface to catch the drippings from an accidentally upset dish, but are alway clean. It is guaranteed to maintain as low a temperature and as dry an atmosphere in the provision chamber as any refrigerator made, and owing to scientific circulation, as well as thorough insulation, it is a great saver of ice, therefore the most economical Refrigerator. Being pure white, is what the name implies. **"White Frost"** (congealed purity,) and is handsome enough in appearance to adorn any room in the house. And it is everlasting in service. Sells on sight, and every one sold brings another customer. It is the one Refrigerator that appeals at once to the desires of the buyer. It is reasonable in price, and is, therefore, the Refrigerator all the people want. Send today for literature and prices—you cannot get close to a good thing any too soon.

"Dear Bob, I want you to buy me a White Frost Refrigerator."

LEWIS BROS.

LIMITED

TORONTO
OTTAWA

MONTREAL

Distributors for Canada.

CALGARY
VANCOUVER

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

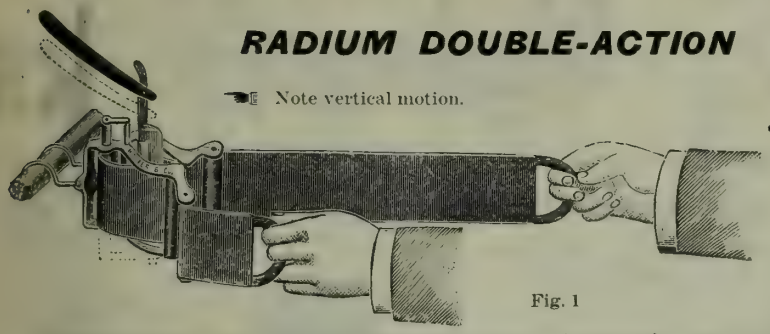


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to toe movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB 13 St. John St., Montreal, Agent

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Letters

J.E.R&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.
18 Victoria St. - TORONTO
'Phone Main 7363

You Don't Need to Argue

when you are selling

Opalite Refrigerators

Every opalite refrigerator is itself the most convincing argument in its favor. The clean, glossy, milk-white walls, the handsomely finished woodwork appeal to the taste of refined women and men alike instantaneously. Besides, it saves ice, time and labor.

Better send for our Catalogue

SANDERSON-HAROLD CO., LIMITED,
PARIS, - - ONT.

Screen Doors and Refrigerators.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Auto Spray

Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes

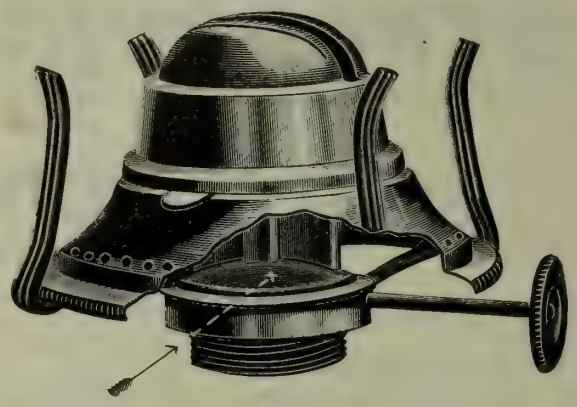
CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

BANNER LAMP BURNERS

Fully guaranteed



The screw part or base of our burner is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire.

Orders solicited through the jobbing trade.

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

EASY MONEY

seldom comes to the bicycle dealer. It is just possible that our Metal Half Chain Guard

has cashed in more easy money for hardwaremen than almost anything else on the market.

Many of these guards will be sold in your town this season. Light, Strong, Dainty, Popular —these four words tell our story. There's a profit story attached. Do you know it ?

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

Established 1840

Nelson's Whisks

Qualities and Sizes to suit all Purposes

Write for illustrated price list

H. W. Nelson & Co. Limited

OFFICE— 92 Adelaide W. **Toronto** FACTORY— 15, 17, 19, 21 Jarvis St.

FENCE WIRE

It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB WIRE

Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

SPECIFY CLEVELAND WIRE

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.

The

Buffalo Manufacturing Co.

Buffalo, N.Y

When you get our goods you know you get THE BEST

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High-grade and exceedingly Presentable

REPRESENTED BY

H. F. McINTOSH & CO.

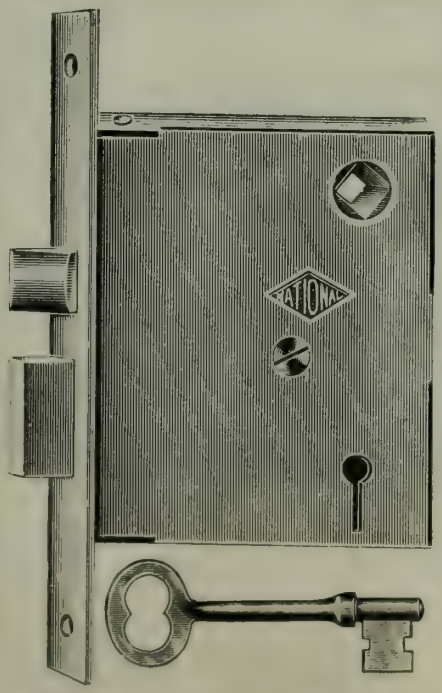
51 Yonge St.

Write for Catalogue

TORONTO, ONT.

BUILDERS HARDWARE

Our line is up-to-date in Pressed Steel goods, Lock Sets in Cast Bronze and all stamped lines.



This cut shows our specially thin and small

MORTISE LOCK

Particularly adapted for light, thin doors, having all the strength of a much heavier lock.

Your Jobber Has Our Goods Ask Him

National Hardware Co., Ltd.

Orillia, Ontario, Canada.

OUR CAPACITY DOUBLED!

Our new building, 500 feet deep, has doubled our capacity.
Additional machinery—the finest mechanical construction has not only increased but improved our output.
Sportsmen and Riflemen throughout Canada have declared for Dominion Ammunition.
Results are more satisfactory—there is a greater effectiveness, and a more absolute certainty in using

DOMINION AMMUNITION

THAN in using any other.

It is cheaper too—price for price imported Cartridges do not compar with Crown, Imperial or Sovereign shells—and in metallics the differenc is even more in our favor. The saving of a large duty is a very importan factor, and it is not only the customer who gets the benefit.

Why not standardize your stock and sell only "Dominion Ammunition?"

We can sell you a load to fit every modern fire-arm, rifle, pistol or shot gun. Our goods give best possible satisfaction. Why then lock up hundreds of dollars in sundry lines of doubtful saleability?

Our sales-manager will gladly explain—write us.

Dominion Cartridge Company, Ltd.
MONTREAL

SEAMLESS STEEL DRIP PANS

No.	6	7	8	9
Size	9 x 13½ x 2 in.	9¾ x 15 x 2½ in.	11 x 16 x 2½ in.	12 x 16¾ x 2½ in.
Per Doz.	2.40	2.95	3.30	3.60
Case Lots	3 Doz.	3 Doz.	3 Doz.	3 Doz.

SAD IRON HEATER

Flat Bottomed and has side handles

Used on Gas, Oil or Wood Stoves or Coal Ranges

No.	44
Inches	10 x 2
Per Dozen,	4.30

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

COLLECTION DEPT. POINTERS.

"Am enclosing $2 on account and will try and pay the balance as soon as possible," is the word received in a letter belonging to Taylor Bros., Carleton Place, received by the secretary of the Ontario association this week.

Another delinquent, "W. H. D.," located at Ogdensburg, N.Y., writes that he will forward a cheque May 1, but he neglects to say who he owes the money to. When the money arrives, the secretary will find out.

"Please do not put us to any legal trouble about the account, as we fully intend to pay it, and would have done so before, except we have had a housefull of sickness," writes a Smith's Falls delinquent. People who reply are worthy of some confidence. The annoying ones are those who pay no attention to letters.

"We are pleased to acknowledge with thanks yours of March 9 enclosing cheque for "F." account. Your form seems to bear fruit all right. That is the second response out of the first four sent out," write Adamson & Sproule, Orangeville, to the secretary of the Ontario association.

"Many thanks for cheque. Have tried time and again to collect this without success and on a venture tried the association collection letter. Let me have the name and address of the lawyer who handles the legal collection letter for the association, I have some I want to turn in to him," writes James Ivory, Toronto.

A member in western Ontario also wants to send out a legal letter and forwards a postal note for 25 cents with particulars of the account to the secretary. Every member using the association collection department is supplied the name and address of the lawyer (W. B. Laidlaw, 64½ King street east, Toronto) handling this work, and it is as easy for members to forward letters direct to him as to send them to the secretary. Members will, therefore, oblige the secretary by doing this, as he has enough necessary work to do without having his time occupied by doing unnecessary work.

Another western Ontario member sent out an account to a delinquent charging interest at eight per cent., and adding $2 to cover the cost of two collection letters. This was wrong, if not illegal, and the delinquent would have been justified in returning the letter without payment. As it was, the Postoffice Department couldn't find him. The secretary, in allowing his name to be used on the collection letters, expects that they will be used in regular legal form

An express order for $14.55 was received by the secretary this week from an Orangeville delinquent who failed to make any other enclosure or give any clue to whom the account is due. It's probably in reply to the third of those four letters sent out by Adamson & Sproule, Orangeville, referred to above.

They still keep coming in. V. D. McPherson, Woodville, and James Wright & Son, Strathroy, are the latest to take advantage of the collection department offer of 100 form letters and envelopes for $1. They'll be satisfied if they get half as good returns as Adamson and Sproule, as every member cannot hope to gather in from 50 to 100 per cent. of dead accounts.

Members who haven't forwarded their 1908 fees are reminded that the Ontario association membership year began on March 1, and the fee is now due. Those who didn't attend the February convention and interview the treasurer will lighten the secretary's load by forwarding the $3 fee without waiting to be written to.

THE SECRETARY.

WM. J. BUTT

Of Vancouver, Organizer B. C. Retail Merchants' Agency.

B.C. RETAILERS ORGANIZING.

British Columbia retailers are following the example of retailers in the other provinces and steps are now being taken to organize in that province a strong association to be known as the British Columbia Retail Merchants' Agency. Offices have been opened in the Court House block, corner Robson and Howe streets, Vancouver, and the work of organization is in charge of Wm. J. Butt, late of Winnipeg, whose portrait is reproduced herewith.

Mr. Butt is an energetic business man who has had considerable practical experience in wholesale and retail lines and knows the many difficulties the retailer has to contend with—difficulties which could often be avoided by united effort.

Before moving west, Mr. Butt held a responsible position in the wholesale hardware house of Frothingham & Workman, Montreal. This position he resigned to become chief clerk for Merrick Anderson & Co., in Winnipeg. Later he was for several years in the retail hardware business on Portage avenue, Winnipeg, being a member of the firm of Lennox & Butt. Hardware and Metal knows Mr. Butt well and believes he will be successful in building up a strong retail association at the Pacific coast.

The new association now being organized has in view the usual objects of such associations. It aims at curtailing the credit system, at securing for its members accurate information as to the credit of customers and to advance and protect the interests of its members by advocating and watching legislation affecting retailers.

The new movement is meeting with good success in Vancouver and in other parts of the province. A number of successful meetings have been held and the trade are being educated to see the advantages of organization.

B.C. HARDWARE ASSOCIATION.

The annual convention of the B. C. Wholesale and Retail Hardware Associations, which have been postponed owing to the absence of officers in the east, are expected to be held in April. One of the questions to be discussed at the Retail Hardware Association gathering will be the attitude of the association to the recently organized B. C. Retail Merchants' Agency, the secretary of which is a hardwareman of wide experience.

HELD UP IN SENATE.

Mr. Monk's Co-operative Bill, the provisions of which were fully described in these columns several weeks ago, and which was railroaded through the House a couple of weeks ago after representations had been made that it would be given further consideration, was discussed at some length in the Senate on Tuesday last.

Senator McMullen, championed the cause of the retail merchants in Canada, said that their interests as a class should be considered and cited instances where co-operative organizations had not been successful.

After considerable debate the bill passed the second reading and referred to the banking committee. Hope is entertained that the Senate may refuse to allow the bill to pass the third reading this year.

Window and Interior Display

LIBERAL PRIZES FOR DISPLAYS.

E. C. Atkins & Co., the Silver Steel saw people, have just completed mailing to a very large list of dealers throughout the United States and Canada one of the most unique propositions that Hardware and Metal has as yet seen.

This progressive firm evidently believe that they have a duty to perform in assisting their customers, and as they put it, "do not believe that the writing of the order and delivering of the goods relieves them of responsibility." They believe in co-operation and are conducting a campaign of publicity for the benefit of their customers, which we have no doubt will be taken advantage of by most dealers handling their line. Their proposition calls for the distribution of $1,240 worth of Atkins Silver Steel saws free of charge to their customers on June first. This sum is divided into six classes and three prizes will be issued under each class and are as follows :

For best general advertising campaign on Atkins Silver Steel saws in cities of over 25,000 population : First prize, $250 ; second, $100; third, $50; total $400. Also three prizes aggregating $175 for the best general campaign in cities with a population of less than 25,000.

They also offer for the best window display of Atkins Silver Steel saws in a city of over 25,000, three prizes, as follows : First prize, $100 ; second, $50; third, $25 ; total $175. For the best window display in a city of less than 25,000, three prizes are offered aggregating $90.

There are three additional prizes for the best newspaper advertising campaign conducted by any firm in a city of over 25,000 population, as follows : First prize, $125 ; second, $75, third, $50 ; total $250. $150 will be distributed among the three concerns making the best display in cities of less than 25,000.

These prizes will be awarded by a special committee of well-known hardwaremen, whose veracity and standing is undoubted. These large prizes should certainly prove an incentive to the wide-awake merchant. Being divided into classes of cities over and under 25,000 every competitor will have an equal chance, for as they put it, the Atkins Company propose to make "a fair distinction between large and small towns. A merchant in smaller towns will not be competing with the advertising experts of the larger cities. A merchant who sometimes gets poor printing in a small paper will have the same chance as the bigger merchant who gets better printing in a city paper. A merchant with a small window same chance as the merchant with a large window. The effort, the idea, is the thing that counts." The Atkins Company do not expect the competitors to do all the work themselves, as they propose to furnish signs, advertising matter in abundance, also special electrotypes for newspaper use. Dealers who have not received full information by mail in regard to this matter can do so by dropping a line to E. C. Atkins & Company, Indianapolis, Ind., or the Canadian headquarters at Hamilton, Ont.

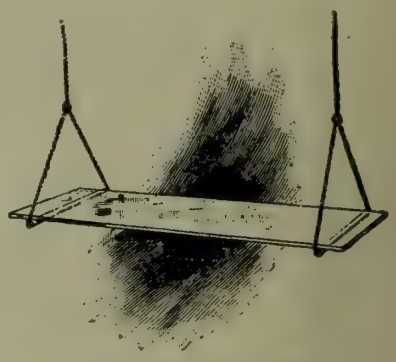
STAND FOR CARVING SETS.

An eastern hardwareman uses a novel display stand for showing carving sets at the Thanksgiving, Christmas and June wedding seasons. The illustration shows the stand holding a small case. The stands were devised particularly for cutlery displays, being painted black and made in several sizes in order to have the goods in the rear stand higher than those shown near the glass.

Display Stand for Carving Sets.

HANGING GLASS SHELF.

An exceedingly convenient and practical window display method is illustrated herewith, showing how a glass may be hung in a window for the display of goods. The supports of this shelf are made of small chain; nickle or brass may be used, or some less attractive article may be covered with cloth or crepe paper. The chains are attached to hooks in the ceiling and at the bottom run through short pieces of pipe, forming supports, which should also be inclosed in the covering material. On the two supports thus contrived the shelf is thus suspended, being, of course, cut the proper length and width and made of good, substantial plate glass for the best effect. The advantages of such a shelf are many.



Hanging Glass Shelf.

NOTES.

Cardboard signs for use out of doors may be rendered waterproof by brushing over them with two successive coatings—allowing one to dry before the other is applied—of a mixture of four parts of slacked lime in three parts of skimmed milk, with a little alum added. A waterproof ink may be made by boiling together two ounces of shellac and two ounces of borax with sufficient water to make a solution, and then adding two ounces of acacia and sufficient lampblack to give the desired color. The thickness of the ink is regulated by the amount of water used. Another waterproof ink is made by dissolving together by gentle heat one ounce of bleached shellac, one-half ounce of Venice turpentine and two and one-half ounces of oil of turpentine afterward adding the color—powdered indigo, lamp-black, etc.

When metal letters come off the window, it is easy to cement them on again with a mixture of one part gum mastic, two parts litharge (lead), one part white lead, and three parts linseed oil. Melt together in a homogeneous mass and apply hot. Letters should also be heated to a temperature at least that of the cement.

C. L. Byers, Toronto, a manufacturer of marine engines, has written to the city authorities asking for information concerning the establishment of a branch plant in this city. He points out that heavy freight charges make it almost prohibitive for eastern manufacturers to enter the field in British Columbia.

ORDER SPORTING GOODS EARLY.

The lengthening of the day, and the gradual rise of the thermometer, are a warning to the retail merchant that sporting goods must soon be a prominent feature of his store again. Wielders of hockey sticks are even now taking an occasional glance or two at their bats and mits to see how they swing and feel after a winter's idleness. Many a lacrosse stick has been tested by its enthusiastic owner, while the fisherman in the smoke of his pipe has already seen visions of the success he is going to have with the new rod he promised himself last year. Club organizations are at work arranging schedules, while in the larger cities, where there are gymnasiums, association football practice is being actively indulged in.

With this feeling in the air of good times coming, the hardwareman should carefully consider whether he has made, or is making, sufficient provision to reap his share of the good times. Before long he will have to plan out his window display, and to make it an attractive one, he must carry full lines. He should therefore ask himself the question, "Do I carry all the lines for which I can find use," and if the answer is in the negative, then no time should be lost in placing the order with the jobber. Owing to the lateness of spring ordering generally, there is every indication of a coming congestion. The trade will be lucky if shipments later on, both from the manufacturer and the jobber, are not tied up, owing to the sudden rush of the demand, let alone the effect of the strain upon outside transportation which at the best of times, during the spring and summer, is never too prompt in its delivery. The dealer will be well advised therefore, if he wants his goods in time—and what sportsman will brook delay when the sun shines, and a day's sport is in front of him—to place his orders at once.

A sporting window display should ante-date, by some time, the season, so that the attention of intending buyers can be drawn to the fact that the merchant carries the particular articles they want. That is why full lines are necessary. Baseball accessories will prove of little interest to the hunter. He will pass them by with a cursory glance. But include a few guns in the display and his attention is riveted. He knows then where he can get anything he wants in the shooting way, and perhaps coveting a certain make of gun, which he may not have seen before, resolves, by the time shooting begins, to possess the article. What applies to the hunter applies equally to the fisherman, to the lacrosse man, and so on. Let the window display comprise all lines of sport which the dealer knows are, or can be pursued in his district. If automobiles pass his way, show spark plugs and special tools; if fishermen detrain nearby, show a judicious selection of fly, bait, and trawling rods, etc., as the character of the fishing demands. If the city, town or village has a baseball club, see that the various tastes of the players are catered for. Players are not all alike in their inclinations. One man prefers so-and-so's make of bat, another that of some other firm; one likes this make of mit, and another that, and so on. There is plenty of scope for business acumen here, and the man who sizes up most accurately the brands which will best suit his customer is the man who turns over the most profit at the end of the year.

By making the sporting lines as complete as possible the dealer not only gains a reputation for himself in his district, and to those who may frequent the place for the sport it may offer, but he makes a better fight with his great competitor, the mail order house. An intending buyer may see an article he wants in a catalogue, and at a cut rate, but if he can go to the store, and handle the thing himself—and everyone knows the delight a sportsman or an athlete takes in examining all the various makes he can—then the catalogue is turned, even though the local price is higher. The true sportsman never buys an article from a catalogue in preference to one that he can judge of its merits from personal inspection.

Sporting displays fulfil two objects. Not only do they draw attention to a very important branch of the hardware industry, but they also tend to advertise the store in its general hardware capacity. There is no display that can equal a sporting one in attractiveness, or in scope of treatment. The range of ideas is a wide one. Camping scenes with a tent and canoe, and a background of hills, etc., make the business man long for some quiet spot far removed fram the hurly burly around him; a hunter with poised gun, aiming at some animal in the distance causes another man eagerly to look forward to the fortnight's shooting that he has promised himself; a fisherman sitting by a stream with his line cast into a stream of real water—an easy subject to arrange—causes all present day Isaac Waltons to set their tackle in order so that the first free day or afternoon shall not be neglected. As we said before, these subjects lend themselves to effective treatment and can be made interesting, not only to active sportsmen, but to all passers by.

A merchant, by making a study of his sporting windows, at no great cost, can secure a reputation for himself in his district for interesting displays. "I wonder what Mr. Hardwareman will have in his sporting window this time. He will find it hard to beat his fishing scene of last year," is an advertisement that could not be beaten. Such comment draws the attention of the community to the store, and makes them feel in a way as if they were directly concerned in the business. It induces a certain amount of pride in the progressiveness of the district as exemplified by the displays of the hardwareman and helps to bring customers into the store. No dealer will find his time or money wasted who pays the greatest attention to his sporting displays, and tries to make them—as he easily can do—both useful and attractive

---

WORTHY SPECIAL NUMBER.

The special spring number of the Maritime Merchant, just to hand, ably sustains the high reputation already enjoyed by this excellent journal. Two hundred and forty-five pages, well illustrated, and with a very appropriate cover, make up a very attractive number. The departments usually devoted to the various lines of trade are enlarged and a considerable amount of reading matter and illustrations relative to local industry add to the general interest. The excellent typography in the issue is worthy of note and a large amount of advertising is an evidence of the publication's value as a publicity medium.

LONDON, ENG., METAL MARKETS.

London, March 24.—Cleveland warrants are quoted at 52s 4½d, making prices as compared with last week, 1s 4½d higher.

Spot copper opened strong at £60 10s, futures at £60 17s 6d, and after sales of 300 tons of spot and 1,500 tons of futures, closed firm at £60 12s 6d for spot and £61 for futures, making price as compared with last week £2 7s 6d higher on spot and futures.

Spot tin opened strong at £142, futures at £140, and after sales of 230 tons of spot and 500 tons of futures, closed strong at £143 for spot and £140 15s for futures, making price as compared with last week £4 10s higher on spot and futures.

The spelter market closed at £21 2s 6d, making price as compared with last week 5s lower.

The lead market closed at £14 5s, making price as compared with last week 10s higher.

The British Columbia Permanent Loan Company are building a new headquarters at Vancouver to cost $25,000.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN – President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - - 232 McGill Street Telephone Main 1255

TORONTO - - - - - - 10 Front Street East Telephone Main 2701

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

LONDON, ENG. - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg.

NEW YORK - - R. B. Huestis, 544 West 145th St. Telephone 2430 Audubon

VANCOUVER, B.C. - - - - Geo. S. B. Perry

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

THE NEXT CROP SEASON

Are we to have an early spring? Has the past winter been favorable for a good crop the coming summer? These are questions which are not only of general interest but which retailers may chat about with their farmer customers.

The authorities in the observatory at Toronto say that at present, conditions, particularly in Eastern Canada, are very springlike. While a large quantity of snow still remains in the country districts there is very little frost in the ground and conditions generally seem very favorable for the early opening of the spring activity.

In the west conditions are not quite so favorable. Considerable snow fell in Alberta and also in Northern Quebec about the 21st and this will delay the opening somewhat.

The outlook in the West, however, is much more favorable than at this time last year, the authorities say. A year ago heavy sleet and snow storms were prevalent and some of the branch railroads were blocked up for three weeks. Nothing similar to this is anticipated this year.

The question as to whether the past winter has been a favorable one for the crop outlook seems rather difficult to determine. The old idea that a heavy winter meant a good crop, while it has some foundation, is not altogether true, the agricultural authorities say, for the prevalence of other conditions may destroy the good results of a heavy snowfall.

For ideal winter conditions, from the standpoint of the agriculturist, the snow must come early, before the heavy frosts, and must remain all winter, though the fall must not be too heavy.

Snow is a good fertilizer. When falling, through chemical action, it brings down an appreciable amount of ammonia, which is held in solution in the air, and deposits this in the ground, and this chemical is effective in supplying nitrogen to the growing crop.

Crops need air, and water standing on a field of fall wheat drowns or "smothers" it out. In an open winter the same thing occurs, for the ground freezes solidly and causes this "smothering." Hence the benefit of an early snowfall, which allows an access of air to the crop. Again, alternate freezings and thawings tend to heave up the ground, which is in turn also very hard on the young plants.

While the snowfall of the past winter has been quite heavy, which condition would seem to be favorable to an optimistic outlook, the snow came late, and pre-existing conditions may not have been too favorable.

While no bulletins have yet been issued, the authorities tell us that the prospects for fall wheat in Ontario are fairly good and conditions may be better than can be foreseen at the present time.

PRIMES AND WASTERS.

The products of a tin plate mill may be roughly classified as being of two articles, primes and wasters. Primes are plates, well coated, true to size and weight. Wasters are imperfectly coated, uneven in size and weight.

The plates are sold sorted and unassorted. In the first case the primes are carefully selected and packed separately; in the latter, primes and wasters are packed together.

Wasters are necessarily sold at a reduction, and from a mill standpoint represent a loss or wastage as the labor expended and the material used are just as great for wasters as for primes.

In the human mill (if the term "mill" be an adequate expression) the products are also primes and wasters, and the point of this article is to show that during the past few years the immigrants to Canada have been unassorted with an undue proportion of wasters.

The frenzied discounting of the future so rampant in the stock market seems to have had a parallel in our immigration policy. In the minds of some the greatest blessing that could befall Canada would be the placing of almost the limit of population in our midst immediately, regardless of quality, indifferent to the fact whether our immigrants are primes or wasters.

Wasters are used only for the cheapest work, for job lines and nothing so hampers and demoralizes trade as excessive quantities of inferior goods hanging over the market.

If money-making is the national ideal (and the cynic may exclaim that money-making is the national game) from this standpoint the undue proportion of wasters will be a deterrent and unprofitable.

Some there are who believe that on the northern half of this continent there should be built a democracy unlike any other democracy, a separate type with separate ideals, and these affirm that primes, and primes only should be imported for our citizen-making.

A prime immigrant we would define as one who has the spirit of enterprise and adventure, who, realizing the pent up conditions of his native land, with his own two hands, guided by his own intellect, earns sufficient to secure his passage to the prospective country, and a little more to provide sustenance until in a strange land he finds his bearings.

A waster immigrant is one without stamina, without means, and with the spirit of mere drift, who allows himself, with a flock of others, to become the mark of a colonization society, and is shipped out passage paid, the colonization society earning a bonus per capita.

Adrift he becomes a tax on the community, furnishes a scare head line for the newspapers and is a bad advertisement generally. He is unnerving, raising the spectre of wretched European conditions, and creating a type alien and harmful.

The waster is not a modern only, as far back as Isaiah (54-6) we read: "I have created the waster to destroy." If in the broad sweep of this Canadian Northland there exist an abundance of the resources of nature, the success of the Canadians will be sufficiently compelling to draw the earnest ones the primes of the over crowded lands of the old world to our shores.

THE SITUATION IN THE WEST

The Western Viewpoint by our Special Winnipeg Correspondent.

The end of another week brings the most springlike weather, a general forward movement of immigration, the letting of large railway construction contracts, the advertising for men for construction camps and a very sharp increase in the inquiries for real estate. In another week or so it will be possible to say something of the outlook for seeding, if the present weather continues.

One of the events of the week was the signing of the contract for the building of the first 100 miles of G.T.P. east from Prince Rupert. This is practically all rock work and represents an outlay of somewhere between five and ten million dollars, more probably the larger amount.

Big Business in Railway Supplies.

The purchasing of supplies for the enormous gangs of men that will be employed has already begun. Work on another contract on the G.T.P. is also being pushed, this is the 100 miles west from Edmonton. East from Winnipeg on the transcontinental line, nearly 7,000 men are employed and daily fresh men are being sent out to the various camps of J. D. McArthur, who has the contract for this work. The supplies for this army represent very decent trade in themselves. The beef for these camps is nearly all brought in and slaughtered at Winnipeg, and during the month of February alone the beef bills ran close to $50,000 to say nothing of the smoked and dried meats that are consumed.

Land Deals and Immigration.

In real estate the event of the week has been the purchase by the William Pearson Co. of 90,000 acres of land in the Last Mountain district of Saskatchewan, from the Canadian Northern Railway. The actual price paid for this land could not be ascertained, but it was evidently a long one, judging by the figures the Pearson Company are asking and obtaining for individual farms. Another land transaction is the reserving of 50,000 acres in the Tramping Lake district near Battleford, Saskatchewan for the Lutheran Colonization Co., of Hastings, Nebraska

Distributing Seed Grain.

The distribution of seed grain is progressing rapidly and there is no doubt that this season more choice seed will be sown than ever before in the Canadian West. All seed will be delivered by the middle of April at the latest.

One of the features of this seed distribution that should not be overlooked is the splendid generosity of the railways. The reduction in freight for the carrying of seed is over 7 cents per bushel and when it is remembered that probably 4,000,000 bushels of wheat and oats will be moved back and forwards it is possible to realize what this reduction means. The price of wheat for seed, of eaen the highest grade, is $1.18 a bushel, when many looked for it to be $1.50. The wheat and oats were well bought and the buying reflects infinite credit on C. C. Castle, the commissioner who was entrusted with the task.

The Future of the Grain Exchange.

The splendid building in course of erection for the Winnipeg Grain and Produce Exchange will be offered for sale by the sheriff, the members refusing under their emasculated charter to invest another dollar in a fund to complete it. An unchartered company may be formed to buy building in.

Matters in reference to the Winnipeg Grain and Produce Exchange have taken a very definite shape during the week. Ever since the bill amending the charter was assented to the members of the exchange have been devising ways and means of making a disposition of their property so as to reduce their loss as much as possible. The council of the exchange has held many meetings and there have been many informal gatherings of members for discussion and one or two regular meetings, the nature of which was not given out to the press, but which were admittedly to find a solution of the difficulty, if possible.

Finally it was announced that a special general meeting was called for Friday, March 20, at which the council would report their findings and the whole matter would be dealt with.

The meeting was duly convened and the attendance was the largest in the history of the exchange, fully 200 memberships being represented, a number of members having come in from distant points of the west to attend.

The secretary read the report of the council, which reviewed the present critical financial situation of the exchange regarding the ownership of the $500,000 building in course of erection, which was allegedly the result of the amendment to the exchange's charter, and suggested three courses of action.

After some consideration and a couple of other resolutions, the matter was settled by the passing of the following motion :

"That in view of the financial situation of the exchange, as set forth in the notice convening this meeting, the council is hereby authorized and instructed to inform the contractors and the creditor banks that the said exchange, in consequence of the recent legislation passed at the last session of the Legislature, is unable to make financial arrangements to meet its obligations to them."

Thus the whole property of the exchange, with the uncompleted building, is thrown on the hands of the contractors and there is only one course open and that is for the contractors to have it sold by the sheriff.

May Form a "Holding Company."

Though no members of the Winnipeg Grain and Produce Exchange are willing to risk another dollar on property to be held in the name of that body, there is a strong feeling on the part of nearly all the members in the city that they would like to buy the building in when it is sold and many schemes have been talked over.

After the formal meeting on Friday afternoon it was thought well, considering the number of country members in the city, to call an informal meeting of exchange members and lay the schemes before them. This was done and a chairman and secretary, pro tem, selected. Though this meeting was composed of members of the grain exchange it was a private meeting and had nothing whatever to do with the exchange as a body. The discussion of ways and means was long and animated, but the plan of forming "a holding company" to buy in the building was generally favored. It seemed to be considered that this would be feasible as from the location and plan of the building it is not sufficiently desirable as an office building to make outsiders keen to buy it and it would be necessary for whoever did buy to bid up to some $500,000 and of this some $300,000 would have to be cash to release the equity of the exchange in the building. If, however, a purchaser is found willing to go to a figure that will cover the indebtedness to banks and contractors and release the equity of the members to him, the property will go.

If, however, the property is bought in by "a holding company" they will complete the building with a view, of course, of its being used by the grain traders of Winnipeg. The exchange, of course, will practically cease to exist with the passing of the property into other hands, but unless there is a general move to Fort William, which may not come for some months, and possibly not for a year, there must be grain trading in Winnipeg. The initiated seem to feel confident that a voluntary partnership of the old members of the exchange will be formed to carry on business and secure markets. There will be no charter, as it will be a purely voluntary company, but it is rumored the price of memberships to any but old members of the present grain exchange will be sufficiently high to keep any undesirables out of the company. Having no charter, such a company will be subject only to the common law of the land and cannot be legislated against for the amusement or the benefit of any class whatever. Any such voluntary partnership would, without doubt, be operated, so far as rules and by-laws are concerned, along the same lines as the present exchange, the rules and by-laws of which have been pronounced again and again entirely in accordance with common law. Unless this can be done the whole grain trade will be in a hopeless muddle, and even if eventually this scheme is worked out, there must be months of chaos and uncertainty and always heavy financial loss not only to members of the exchange, but also eventually to the producers, when they begin to feel the influence of this extremely chaotic manner of trading.

Situation Affects Financial Corporations

The passing of this confiscatory legislation is already being felt in many directions and in none more than in financial corporations. Head offices in England and in the east are instituting the most searching inquiry into the effect of this legislation on vested interests and in not a few cases insurance and other companies holding provincial charters are quietly but rapidly taking steps to secure Dominion charters or put their companies on some different basis.

The attitude of large loan companies and banks is that if this legislation is possible in the case of one provincial charter it is possible in all, and that therefore loans to any company or corporation having a provincial charter are more or less unsafe and to be avoided for the future.

HARDWARE TRADE GOSSIP

Quebec.

J. C. Dietrich, jr., of Shurly & Dietrich, Galt, was in Montreal last week.

Lockerby & McComb, Montreal, have decided to rebuild their building paper factory, which was destroyed by fire last January.

The Montreal Harbor Commissioners are having three locomotives built for them by the Canadian Locomotive Works at Kingston. Previously the Commissioners rented locomotives from the railways.

The hardware store of E. D. Collerette & Co., St. Lawrence Boulevard, Montreal, was entered by thieves one night this week. The burglars only took the best of stock, throwing what they did not fancy on the floor. The cash drawer containing a few dollars was rifled.

S. H. Carpenter, jr., son of Montreal's chief detective, recently sold out his interests in a business in Lachute to join the traveling staff of the McClary Manufacturing Company. Mr. Carpenter is covering the Ottawa district, succeeding L. C. Tarlton, who resigned for the purpose of starting business for himself in Montreal.

S. H. CARPENTER, JUNIOR, MONTREAL.
Who Has Recently Joined the Quebec Traveling Staff of the McClary Mfg. Company.

John Torrance, of Montreal, is reported seriously ill during the past fortnight, from the effects of pneumonia and valvular heart affection, from which his physicians offer no hope of ultimate recovery. Mr. Torrance has been in active business life for over half a century, associated with the Ocean Steamship interests of Montreal. The firm of which he was a member—D. Torrance & Co.—were the agents of the Dominion Steamship Co., of Liverpool. Mr. Torrance is also president of the Canada Horse Nail Company, Montreal.

The friends of John E. Mathews will regret to learn that he has met with a very sad bereavement, owing to the sudden and unexpected death of his wife on Wednesday, March 25, at Westmount (Montreal). "Jack," as he was known to his intimate friends, will be remembered by the "old timers" of 25 years ago as traveling representative respectively for Ferrier & Co., W. M. Mooney & Co., Crathern & Caverhill, Frothingham & Workman, and latterly for the Canada Horse Nail Company, Montreal.

W. H. Wiggs, of the Mechanics' Supply Company, Quebec, attended a meeting of the executive of the Canadian Manufacturers' Association held in Montreal last week, and paid a visit to the office of Hardware and Metal. Mr. Wiggs spoke encouragingly of trade prospects in Quebec and district, and said that the depression noticeable in other parts of the country had not been observable there. In fact, his business had improved 50 per cent. in the past twelve months, and he anticipated doing better than this during the present year. Much was expected from the coming great celebrations in Quebec in the advertising of which Mr. Wiggs is taking a prominent part.

Ontario.

James Stewart has opened a hardware store at 627 Crawford St., Toronto.

Henry Warren & Son, hardware merchants, Sterling, have disposed of their business to C. McGee and Jas Lagrow of that town.

W. J. A. Lytle, of White's, Limited, wholesale and retail hardware merchants, Collingwood, is spending his vacation in Toronto.

The hardware business of the late Thomas Fullerton, Monkton, Ont., has been sold to Richard Near, of the same place, who will carry on the business.

A. M. Matthews, hardware and implement merchant, Moore, Montana, is visiting his brother in Cannington, Ont. The brothers have not met for twenty years.

The E. W. Gillett Co., Limited, Toronto, manufacturers of Gillett's Lye, have learned that an American concern is selling an imitation of their lye in Canada. The fraudulent merchants will be prosecuted.

Jack Hodgins, for the past three years manager of L. A. DeLaplante Co., hardware store, East Toronto, has resigned his position and left last night for Stratford. Mr. Hodgins will later go to Vancouver to reside.

The retail employes of Rice Lewis and Son, Toronto, held an enjoyable theatre party on Wednesday night. After the theatre, dinner was served at the St. Charles restaurant, at the end of which a toast list handled in very able manner by Thos. Masson was run off. Speeches were made by Mr. Brown, manager of the retail department, and Mr. Knight. Mr. Baker and Mr. Ellston, of the wholesale staff, also expressed their pleasure in being able to join in such an enjoyable and profitable evening.

The Warren Sporting Goods Co., Toronto has changed hands. The retiring members being A. R. Warren and C. Bell. A. Fenn, the president of the Warren Sporting Goods Co., has the controlling interest and will change the firm name to A. Fenn & Co. Mr. Fenn intends to invest additional capital in the business and in future will stock all kinds of athletic supplies. Mr. Fenn has had many years' experience in the sporting goods business, having served his apprenticeship with Rice, Lewis & Sons, Toronto, and for some years has been president of the firm which he has recently acquired. W. H. Dean, Toronto, will be the silent partner in the new concern.

Western Canada.

L. H. Phillips, for some time manager of the hardware department of Merchants, Limited, Cartwright, Man., has purchased the stock and will continue the business in his own name.

The store and stock of William Chalmers, hardware merchant, Deloraine, Man. was damaged last week by fire.

Great Britain.

Amongst the Canadian contingent that sailed by the S.S. "Carmenia" from New York to Naples recently was Mr. R. Edgar Thorne, of Montreal. For the past few weeks, Mr. Thorne and his wife have been idly enjoying the soft southern breezes of Italy, but the business instinct asserted itself strongly when Mr. Thorne reached London, where he visited the office of Hardware and Metal. Orders were secured from some of the large lithographing and wall paper houses and for Canadian Bronze Powder and Mr. Thorne is now on his way home after an enjoyable visit to the South and a successful business trip in England.

AUTOMOBILE SUPPLIES.

The annual Automobile Exhibition, held this week at the St. Lawrence Arena, Toronto, was largely made up of a display of machines, tires, Bowser oil pumps, etc., few displays of accessories being made. Rice Lewis & Son, however, took advantage of the opportunity presented, and made an elaborate showing of auto supplies in their sporting goods department. This is a line which will grow in popularity amongst hardwaremen as automobiles increase in numbers. Already many hardwaremen are making good profits by handling gasoline for motorists, and it is but a step for such dealers to lay in a stock of the most commonly called for accessories.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Pig Iron—Very firm.
Tin—Stronger.
Lead—Advances in English market.
Copper—Unchanged.
Spelter—Steadier.

Toronto.

Turpentine—Advanced to 78c.
Pure Manilla Rope—Quoted at 13½c.
Ingot Tin—Now 35c.
Pig Lead—Advanced to 4c.
Copper—Unchanged.

MONTREAL HARDWARE MARKETS

Montreal, March 27.—The anticipated effects of springlike weather are being felt, and orders are coming in more freely and in greater bulk. Trade generally is picking up steadily. The progress towards complete recovery is slow, but the slowness is a healthy sign, indicating as it does, every possibility of the improvement lasting. With present weather conditions, the roads should be in a fit state to enable the farmers to get out freely, and buy their spring requirements, thereby giving the merchants the use of much money that has been tied up all the winter. There is still a great amount of hesitancy among the dealers to place their orders freely, but this will give way with the quickening of trade in April, and the growing strength of the consumptive demand.

Builders' Hardware and Supplies—Building operations will not long be delayed now, and trade is being stimulated in consequence. Contractors generally report a fair amount of work in prospect. With the increase of population there is no doubt as to the housing problem being as prominent as ever. Orders for lock sets, butts, and bolts for immediate delivery are increasing and good business is opening up. Prices are unchanged.

Railroad Supplies—Trade at present is much about the same as last year. Construction work has not yet started in earnest and the full rush of orders has not been felt. Some of the large railroad contracts have already been placed, and contractors are assembling their men as speedily as it can be done. Judging from the amount of construction work that is to take place, this should be a banner year for railroad supplies. Powder, picks, and hammers, are moving well.

Spring Goods—Hose, hose nozzles, lawn sprinklers, brushes, refrigerators, green wire cloth, and polishes of all kinds, are going out in better bulk, and the aggregate trade is very fair, considering the backward state of the season. The spring rush in these goods may set in at any time, and dealers should take heed of the possibility of being tied up in transportation. Procrastination in replenishing stock, is apt to be dangerous, especially as the consumptive demand, on account of recent restricted buying may be a sudden and strong one.

Sporting Goods—Although a little better business is being done, orders are slow in making their appearance. It is evident that a great number of dealers instead of placing their orders ahead as in former years, are holding off until the season is more advanced. Fishing rods, guns and ammunition are most prominent at present.

Carpenters' Tools—With the advent of the building season carpenters' tools are moving better. Dealers are getting stocks, which in many instances have been allowed to get rather low, into shape. Prices generally are firm, and prospects are encouraging.

Bolts and Nuts—The demand is improving, although it has not reached the proportions of last year. Stocks are in good shape, and prices are firm since last alteration.

Nails—A steady demand is being maintained. Dealers' stocks, generally, seem to be light, and a strong spring trade is anticipated. The cut price of $2.30 is at present being strongly held by makers and holders.

Building Paper—Fair business is moving, but the usual trade rush will not commence until navigation opens up, and building operations are in full swing. Orders for future delivery show promising strength, and the prospects seem very good. Prices are firm since the last revision.

TORONTO HARDWARE MARKETS.

Toronto, March 27.—Orders are coming in more freely and in greater bulk as a result of the fine weather of the past week. Roads throughout the country are beginning to dry up and farmers are commencing to purchase their spring supplies. Trade is improving, but to this date the change in conditions has been only gradual, last year's record in orders and shipments is still some weeks ahead of this year's.

Shipping is now under way and among the lines showing most activity at present are lawn mowers, refrigerators, wire fencing, garden tools, rope etc. A considerable quantity of builders' hardware, carpenters' and masons' outfits are also being shipped, and though the demand is not up to last year's inquiries are more general than at any other period this spring and prospects are brighter.

Builders' Hardware and Supplies—The building season is expected to open in earnest next month and as a result, the call for these lines shows a big improvement. Hinges, door sets, locks, pulleys, etc., are in demand again and prices remain stationary.

Mining Supplies—A large amount of money will be spent on development this year in all sections of the country and activity is developing for such lines as dynamite, powder, picks, shovels and mining machinery.

Railroad Supplies—The demand has not generally been supplied from this centre in past years, but the supply houses are becoming more interested this season and a large business in spikes, sledges, picks and shovels is in prospect. Stocks are in good shape and some shipping has already been started.

Rope and Binder Twine—The hemp market is still weak and local importers have brought down the price of pure manilla one-half cent per pound—it now being quoted at 13½ cents. Large shipments of rope are being put up in anticipation of the spring rush, which commences April 1.

Sporting Goods—Business in these lines is improving, baseball, lacrosse and cricket supplies have commenced to move and local dealers report a good turnover in revolvers, sporting guns and ammunition. Fishermen's supplies are also moving and dealers who handle canoes and small boats are doing a good business. Prices on all lines will average about the same figures as last year.

Mechanics' Outfits—All lines are recovering in demand and inquiries are satisfactory, carpenters', masons', stone cutters', and in fact all kinds of mechanics' tools are moving, and as the demand has only commenced a good season is anticipated.

Garden Seeds—Garden seeds are being heavily stocked this season, and the call coming in gives the impression that this season's demand will be particularly heavy.

Spring Goods—These lines are being shipped in large quantities to all parts of the country, poultry netting, hose, hose nozzles, ice cream freezers, etc., are commencing to move in a satisfactory manner. Quotations remain unchanged.

Nails—The demand continues steady and prices are unchanged. Stocks are light, but no serious shortage is anticipated for some time. We continue to quote 100-lb. kegs. $2.30.

Shovels—The demand is stagnant at present, owing to the large stocks purchased during the recent open market. Prices remain unchanged.

Bolts and Nuts—Carriage and machine bolts are in steady demand and some fair orders are being received. Stove manufacturers are not doing much at present, so the demand for stove bolts is quiet. We continue to quote: Carriage bolts, 3-16 and 1-4-in. in diameter at 70 per cent,, and bolts from 7-16 upwards at 60 per cent. off list.

Screws—Stocks are in fairly good shape but the common sizes will likely be scarce before the season is far advanced. Prices are unchanged.

Copper Rivets and Burrs—Since the recent change in discounts an improved demand has been noted. Prices are:—35 and 12½ per cent. off list on rivets and 22½ per cent. off list on burrs.

MONTREAL METAL MARKETS.

Montreal, March 27.—The metal situation this week is somewhat stronger, although present conditions hold out no great promise for the near future. The demand generally is a little better, and all the metals have become firmer in consequence, but there is no depth, as it were, to the buying. Immediate necessities are being provided for, but the liberal purchasing of users wishing to produce at the full capacity of their works is absent. Inquiries are more in evidence, but inquiries are not orders. It is evident that lack of confidence in the markets, which has so long characterized the situation, still obtains. Consumers will not come forward with generous purchasing until they are assured that they cannot better themselves by holding off any longer. And this assurance is still lacking.

Lead shows the best improvement this week, relatively speaking, of all the metals. After a steady decline, the English market, under a rally in demand, has turned, but for how long this improvement will be maintained, it would not be wise to prophesy. For over a week there has been a consistent advance each day, and the metal, at the time of quoting, is well over the £14 mark again. After such a long depression, the improvement is very noticeable. Tin still advances, while copper, on the surface, is stronger both in the States and in the Old Country. How much of this improvement is due to consumptive buying, and how much to speculative, it is hard to say. Pig iron continues to set the pace, and is maintaining strength in most gratifying fashion. Exports from the Old Country to Canada and the States have, since the commencement of the year, been of small bulk, but the Continent of Europe, and especially Germany, have been heavy buyers.

Pig Iron—The United States pig iron market is practically unchanged. A disposition on the part of some independent producers still further to reduce prices is in evidence. The principal interests, however, are holding fast to prices which have been given out for some weeks past, but apparently most of the business being done is at the cut prices of the independent men. English and Scotch markets are in an entirely different position. The stocks on hand are very limited, which, coupled with good home and foreign demand, continue to strengthen quotations. Cleveland warrants still advance, and are quoted at 52 shillings, which is an increase of 17 shillings on the figures last published. Good Scotch brands are also maintaining strength. Latest reports received from the other side reflect a strong position in the pig iron market. Locally the market is fair, and some large orders have been placed during the week, especially in English pig iron, for delivery on opening of St. Lawrence navigation.

Tin—Tin continues to advance both in the English market and in the States. The scarcity of metal for immediate use is still being felt in New York, and the firm price ruling in this market is, in consequence, tending to advance the English quotations. Futures in the primary market are now well up to spot, which is considered a healthy sign. The New York spot price is steady at 31 to 31½c., while the English quotation is £140 15s, an advance on our last quotation of £1. Locally the price is unchanged for large lots.

Copper—Copper is firmer in quotation both in the States and in England, but the demand is still at low ebb. The production of copper in the United States, Canada and Mexico for the month of February has been estimated at 65,036,750 pounds, compared with 85,288,106 in February of last year, a decrease of 20,251,356 pounds. This is about the same relative decrease as was estimated in January. Unless the demand improves, however, this decrease will have no effect upon the stocks held, especially as the idle mines of the Amalgamated Copper Co., and other concerns, are in operation again. At the present moment the European demand remains the strongest factor in the situation, and the firmer tone of the English market has tended to maintain New York prices. Quotations across the Atlantic are now £59 10s, an advance of 5s, while the New York price is fairly firm at 13c. The local price is maintained at 14½c.

Lead—A decided improvement has been manifested in the English market, and the metal has been advancing for some days. Lead is quoted at £14 13s, which is an advance of 18s over last week's price. The local market is firmer in consequence, but the price is still maintained at $4 for imported pig.

Spelter—Spelter is steadier again, quotations East St. Louis being $4.70 and London £21 2s 6d. The demand, however, has not much strength, and lower figures may prevail.

TORONTO METAL MARKETS.

Toronto, March 27.—A strengthening of prices for both tin and lead is the feature of the past week's movements in metals. Lead, after a series of declines, took a turn and the marked improvement in London has been reflected here in firmer quotations. The expected rally in tin seems to have developed also with a £2 gain in London on Tuesday on top of several previous advances. The advances are said to be due to a concentration of supplies at New York and London in a few hands and an increased demand due to a feeling that spot prices are to be higher. Speculation in copper continues with no local change. Pig iron locally is also unchanged, while the leading interests in the States have got together and decided to maintain prices on iron and steel finished goods.

Pig Iron—Reports from the furnaces do not show any change. Inquiries are being made for future shipments but the movement is not large enough to encourage a change. Canadian sellers are holding off waiting for the inevitable buying movement and holding prices firm meanwhile. In the States prices are being maintained also, although some of the independents are cutting to get business. In the Old Country iron is in a strong position with stocks very low and the demand good. Prices have been advanced in England, but here we still quote No. 2 Canadian foundry $21.-50, and No. 3 English $21. Bar iron continues at $2.20 net.

Copper—Manipulators have commenced another movement to advance prices to stimulate buying and they are endeavoring to push things with a hurrah. A reaction can be expected, however, judging by previous actions of the manipulators. The small improvement that has taken place in the trade does not warrant any radical advance as the production is increasing and greater than present needs, while stocks in hand are large. We still quote casting ingots at 14c.

Tin—Prices have advanced in both Europe and the States, owing to the scarcity of metal for immediate use. Owing to outside advances local prices have been advanced to 35c.

Lead—The local market has strengthened in response to the reaction in England and we quote prices firm at Toronto at 4c for imported pig.

Spelter—The market is steadier with a fair demand, the former prices of 5c for foreign and 4¾c for domestic still prevailing.

Antimony—Remains dull and unchanged at 10c.

Old Materials—With no demand for scrap the market continues dull and prices unchanged.

U.S. IRON AND STEEL TRADE.

Cleveland, O., March 26.—The Iron Trade Review says: At the conference of iron and steel manufacturers held in New York last week, a general feeling of optimism prevailed, and the ruling quotations on all commodities were reaffirmed. This action was not unexpected, in view of the increasing tonnage of finished materials, and is being well received by the trade. The tonnage booked by the Steel Corporation since January 1 has shown a monthly increase of 25 per cent., and from present indications the same improvement will be shown this month. The Eastern Pig Iron Association has again decided to make no change in quotations, and additional stacks will be blown out if necessary to maintain production and consumption on a level. Eastern bar iron interests, at a meeting held last week, also decided against a change of prices, although operating at only 40 per cent. capacity.

Increased activity is noted in sheets, tin plate and wire products. The American Sheet and Tin Plate Co. is operating 83 of its 180 sheet mills, and 75 per cent. of its tin plate capacity, as compared with 71 per cent. a week ago. The tonnage booked by the leading wire interest this far this month is only 10 per cent. less than that closed during the same period a year ago.

Purchases of diversified foundry interests in the east have given the market more than accustomed activity in that section. An order for 4,000 tons of southern iron has been placed by a cast iron pipe plant, and one inquiry for 4,500 tons is pending. In the central west, concessions from the agreed price of $17 continue to be reported, and Southern furnace operators are asking $12 for No. 2 for early shipment and are holding at $13 for second half. In the South, operations among pig iron producers, as compared with Dec. 1, are practically unchanged, 20 of the 35 furnaces still being idle.

Quebec and Maritime Provinces

Neat Window Display at Sherbrooke—Building and Mining Activity at Sydney —Business Good in Prince Edward Island—Woodstock, N.B., Merchants Adopt Cash System—Good Trap Shooting at Dartmouth.

SHERBROOKE, QUE.

Sherbrooke, March 13.—Cadere, Fils & Co., Sherbrooke, have a very fine tool window, representing an old carpenter at a bench with a saw in his hand and a pencil in his ear. The floor is covered with chips and shavings. It is really an artistic window, being the work of one of the clerks in their employ. This firm displays considerable taste and original ideas in their window dressing.

* * *

The village of East Broughton on the Quebec Central R.R., will be the scene of considerable activity in mining and building this summer. There are already several houses to be completed for the two large Asbestos Mining Mills. Last year the boom commenced and the village had an increase of about 150 houses .

* * *

Mr. Turcotte, of the firm of Beaudoin & Turcotte, Broughton, has built a large store and expects to open about April 15 with a large stock of general goods.

* * *

A. S. Johnson, Thetford Mines, is slowly improving in health after his long sickness.

* * *

G. R. Smith, M.L.A., manager of the Bell's Asbestos Mines, Thetford Mines, recently visited New York to attend the funeral of his father.

* * *

The prospects at present are that there will be no licensed hotels this year in the mining towns of Black Lake, East Broughton, Thetford Mines and Coleraine.

HALIFAX.

Halifax, March 16.—Trade during the past week has been a little on the quiet side, but it is expected to brighten up again as soon as the weather becomes more favorable. There has been some demand for fishing supplies from many sections along the coast, where the vessels are preparing for the spring fishing. Prices are pretty steady throughout the list, and collections are about an average.

* * *

E. J. White, the Canadian representative of the Dupont. Powder Company, who is an expert trap shot, was in Dartmouth last week, and visited the Rod and Gun Club's quarters. While there he made a remarkable record, breaking 95 out of 100 pigeons thrown. Of these he broke fifty two in succession.

* * *

In a swift game of hockey at the Arena on Saturday night between teams from the hardware firms of H. H. Fuller & Co. and Wm. Robertson & Sons, the former won by a score of 7 to 0.

ST. JOHN, N.B.

Business continues very satisfactory. No changes of any importance in prices have been announced. The dealers are looking forward to a brisk demand for builders' hardware. Quite a number of new buildings are planned for the coming summer and many changes in business establishments will mean a lot of work in remodelling premises.

* * *

Robert Maxwell, contractor, has been appointed a member of the new Provincial Government as minister without portfolio.

* * *

The Dunlop Tire and Rubber Co. have removed from Mill St. to Canterbury St., taking the building formerly occupied by the New Freeman Publishing Co.

GEORGETOWN.

Georgetown, P.E.I., March 24.—Business is improving every day, notwithstanding the unfavorable weather and wretched condition of the roads. It is the custom of the lobster packers to advance large sums of money to their fishermen and as usual these funds are rapidly changing hands. During the winter months the demand for boat nails has been good and will continue for a month or so yet. Paints are again selling and the prospects for a good turnover in paints and oils are very promising indeed. In fact, the demand for all sorts of ship and fishing supplies is excellent considering the date.

* * *

Quite a few gasolene engines have been imported this winter. A large number of the lobster packers are fitting up launches to use in connection with their factories. Charles Fitzgerald, the expert boat builder of this town, has completed a large launch for D. C. Morson & Co. of Cardigan.

* * *

Despite the fact that even yet the winter steamers encounter quite a lot of drift ice, Georgetown harbor has been clear of ice since the last of February.

* * *

A. Maclean & Co. have had their store thoroughly renovated and painted in fine style, and it now presents a very pleasing appearance. This firm make a specialty of paints and oils and their stock is very complete.

NEWCASTLE.

Newcastle, March 14.—J. H. Phinney, the oldest hardwareman in town, and the only one who does not handle anything but hardware, reports a doubling of his business, especially in shelf hardware in the last three years.

* * *

John Ferguson & Sons, hardware and dry goods, and the Stothart Mercantile Co., hardware, coal and flour, also report encouraging increase in their hardware sales.

* * *

Owing to business depression, the Albert Manufacturing Company will close down their plaster plant and gypsum quarries at Hillsboro, for at least two months, throwing over two hundred men out of employment. The plant is owned by U. S. capitalists, and is managed by Hon. C. S. Osman, late Speaker of the Legislature.

* * *

The woodworking factory in Dorchester, N.B., lately opened, will manufacture a patent chair. They already have large orders from Winnipeg.

* * *

The Canadian Colored Cotton Co.'s mill at Marysville closed on the 11th instant for a few days for lack of fuel, 100 cords of softwood having been used daily. Coal burners will be installed.

* * *

The lumber cut in the Restigouche River is larger this year than was expected by some 10,000,000 feet.

* * *

Eugene Holmes will manufacture this spring a new fertilizer, using as one of the ingredients the gypsum on his lands at Plaster Rock.

SYDNEY.

Sydney, N.S., March 23.—Speaking generally, the hardware business in Cape Breton presents no very unusual features, although in some details there is a difference. Building operations have been practically at a standstill this winter, and in this respect the situation resembles the immediately preceding years, the necessity for hurried construction to meet residential and business demands having faded away since the resumption, or, rather, the creation, of normal conditions four or five years ago. The exception is the completion quite recently of one hundred miners' houses for the Dominion Coal Company at Sterling. Naturally, there is a lull in the hardware business, and this lull is emphasized by the exceedingly open winter and the consequent dullness of the country trade.

On the other hand, the plumbers report business fairly good, notwithstanding the mild winter, explaining that the activity is due partly to the hurried plumbing of former years and partly to the installation of heating and plumbing equipment into a number of residences that were erected without these modern accessories before 1900.

Referring incidentally to inefficient plumbing and the inquiry recently made by a member of the City Council of Sydney as to the quality installed in a number of buildings, it is understood that abundant assurance was given the board that the plumbing now being installed was subjected to the most rigid inspection. This, however, can scarcely be said of former years, when a number of buildings were hurriedly constructed and many defects overlooked for the sake of expedition.

* * *

The outlook for building the coming summer is fairly good. The Government building at Glace Bay, involving an expenditure of about $45,000, will be undertaken and a number of residences are also promised for that town. Rhodes, Curry & Co. will commence the construction of one hundred miners' houses at No. 12, the new colliery of the Dominion Coal Company. Miners' dwellings will also be built at Port Morien for the North Atlantic Collieries Co., and for the MacKay Mining Co., near Sydney Mines. A number of fine residences are promised for Sydney Mines, and contractors are figuring on half a dozen dwellings and a ten thousand dollar commercial building for Sydney.

* * *

The Nova Scotia Steel & Coal Company's announcement of a ten per cent. reduction in wages, on account of depression in the steel market, to those who are paid over $1.50 per day, seems discouraging, but it is regarded as merely tentative. The proposed change, which is promised for the 1st of May, is conditional upon an improvement in the market and may never go into effect.

* * *

Although nothing has been heard recently of the National Rolling Mills, which had completed organization, selected a site, were promised civic concessions, etc., a new industrial concern, known as the Marine and General Engineering, Limited, capitalized at $30,000, is in process of formation with good prospects of success. The company proposes to undertake marine repairs in all its branches, the supply and repair of mining machinery, building and structural work, boiler making, motor and electric fittings, castings, forgings, etc. The promoters urge that as Sydney is the third largest shipping port in Canada, it is unfortunate to realize that marine repair work to the extent of $60,000 was lost to this port last year by reason of having no proper facilities to undertake the necessary repairs. They also point out that the Dominion Iron & Steel Co. and the Dominion Coal Co. find it necessary to place numerous orders in distant parts. The company proposes to expend about $23,000 in the erection of the necessary buildings, and leave the balance as working capital. A dry dock or marine slip are among the prospective ideas of the promoters. About $20,000 has been subscribed.

* * *

The adjustment of the differences between the Dominion Coal Company and its employes through the good offices of the Board of Conciliation, has had the effect of stimulating confidence in the industrial situation here. During the early days of the year, when the interchange of proposals were frequent and when each in its turn had failed of acceptance by one or the other of the parties to the dispute, a feeling of uncertainty and unrest prevailed, not only at the immediate centre of operations, but throughout the entire Province. Very directly interested was the Dominion Iron & Steel Co., which, while it might obtain coal from other sources, would be severely hampered in its operations if the work suspended at the collieries from which it derives the great bulk of its supply. The re-arrangement for two years has given the country a sense of security all round, and a corresponding buoyancy is the result. The settlement of the suit between the Steel and Coal Companies is all that is necessary now to completely clear the horizon.

Told by Ontario Correspondents

Price Cutting at Ingersoll—Travelers' Club Organized at Hamilton—Conditions in the Stove Manufacturing Trade—Business Prospects Brightening—Woodstock Retailers May Organize Association—Several Retail Businesses Change Hands—Must Order Early to Make Certain of Delivery.

KINGSTON.

Kingston, March 24.—Business continues to increase and the various hardware merchants report a great improvement over that done during the past. The weather is now more spring-like, and prospects for the coming season are much brighter.

* * *

Charles Murray, Kingston, formerly employed by Conley & Derry, plumbers, of Renfrew, has accepted a position with J. Conley in the new Renfrew firm.

Last week Joseph Sullivan, tinsmith for Simmons' Bros., was working at the roof of Osler's grocery store, soldering, with a boy holding the ladder at the bottom, but in some way it slipped and Sullivan, in endeavoring to catch hold of the rung with one hand, overbalanced himself and was thrown to the ground, a distance of 25 feet. He was at once removed to the hospital in an ambulance, where it was found that his right arm was broken, his right thigh badly injured, and he suffered greatly from the severe shaking up.

HAMILTON.

Hamilton, March 25.—After several months of tedious winter weather and more tedious business, the retail hardware merchants are at last beginning to come into their own. "Signs of Spring" explain as briefly as possible the cause of the business awakening, but whether or not these signs can be taken seriously remains to be seen. However, the merchants are reaping the benefit of the preparations being made by the early birds, and they report a call for garden tools, tree pruners, sprays, grape twine, vitrol and sulphur, etc. Other lines are also more in demand than they have been, but the business is far from the standard of former seasons. Hamilton being the most important centre in the Niagara fruit belt, the hardware dealers find a better market for gardening, tree and fruit pruning tools than those in other parts, but as the weather this winter has been very unsettled, those who have occasion to use these articles are for the most part sceptical as to the expediency of starting to use them already. Hence, while the sales are comparatvely above those of the past months, they are by no means what they should be.

* * *

The city travelers here have organized a club for the social and commercial benefit of the local knights of the grip. A meeting was held last week, when a large percentage of travelers turned out and officers were elected.

* * *

An action is before the courts to wind up the Tilden-Jackson Typewriter Company, which was organized about a year ago with a capital of $500,000. Several trust companies have mortgages on the plant, while the architects who build it are taking steps to prevent them usurping all the good things.

* * *

Stewart & Witton, architects, are receiving tenders for equipping all of the city schools with fire escapes.

* * *

Charles W. Meakins, head of the Meakins & Son Brush Company, who died a few weeks ago, left $170,000.

* * *

The Nickel Copper Assets Conversion Company has also been incorporated with a capital of $40,000. It is organized for the purpose of winding up the affairs of the Nickel Copper Company, which was started in this city a number of years ago, but which never amounted to much. The provisional directors are John Patterson, James Dixon and John R. Moodie.

* * *

The conditions in the local stove foundries remain the same. The molders are still walking the streets, pending the resumption of work by the stove makers, and the latter are holding back until the differences as to wages are settled. It is said that one of the reasons that the founders find it difficult to market their wares and dispose of them profitably at the present rate of wages is that the inroads of the American stove makers into the northwest have been so great that the western trade has been cut down by at

least one-half. This is said to have been due to the fact that when the rush times were on many of the Canadian stove manufacturers were unable to fill their orders for the west and that they had many of their stoves made in the United States and affixed with their names and shipped direct to the west. This, it is said, showed the Americans a new channel for business and they seized onto it and have been since shipping their products in large quantities into the newly settled districts.

In doing this the Yankees have to circumvent the anti-dumping law, but they do so in an ingenious manner. Their method is said to be to ship a large consignment of stoves to a Chicago house or a house in some other big centre, at the Canadian prices, thereby enabling them to declare to the Canadian government that they were not shipping their goods into this country lower than what they were sold for in the States.

* * *

Alterations costing several thousand dollars will be made to the Summers Stock Company theatre on the mountain in time for the summer engagements.

* * *

During the past week a number of permits have been issued for the erection of houses.

* * *

The Ontario Lantern and Lamp Company has taken out a permit for an addition to its plant to cost about $4,000. The extension will be made to the incandescent lamp department, which is at present too small to accommodate the increasing business of the firm. About 6,000 square feet will be added and a lot of new machinery installed. The Ontario Lantern and Lamp Company is the only firm manufacturing incandescent lamps in this city and since starting into this line about five years ago has increased its business about 100 per cent. A short time ago the firm made an extension to its burner and lantern departments.

* * *

An interesting experiment is being made by the Baynes Carriage Company. About a year ago the firm introduced a newly invented carriage axle, known as the Baynes long distance axle, which they have been fitting on nearly all their carriages since. The principal feature about the axle is that it can be oiled in such a fashion that it will run for a long time without being re-oiled. As an experiment, the firm had one of the axles arranged in the factory and attached to a belt and started on an endurance test to see how long it would run without being oiled again. It has been running ever since and has not yet been oiled. The number of revolutions which it has made in that time would be equal to the number made by a carriage wheel in going 25,000 miles or, at the rate of four miles a day, for fifteen years of the life of a carriage. The test is certainly very unique and it will be interesting to know how much longer the axle can run, as it is the intention of the firm to continue the experiment as long as possible.

The Baynes Company has been doing a rushing business all winter and the management is looking forward to an equally busy summer. A large number of carriages have been shipped into the province of Quebec of late by this firm.

* * *

The Hamilton Mantel and Tile Company has just completed several important contracts for tiling and mosaic floors, including work on the Balmoral and several other hotels.

* * *

"The slowest in 20 years" is the way in which the superintendent of one of the principal stove manufacturing firms here described the stove trade this week. He said that while the manufacturing departments, with the exception of the molding department, which is closed down owing to the molders' trouble, have been running pretty steadily, the sales amount to almost nothing. From this it would seem as though the stove manufacturers should have very little difficulty in convincing the union men that a reduction of wages for the molders would be in the interests of the trade.

* * *

The machine and tool industry is having a quiet spell also. Manufacturers of these lines state that their plants are running on short time and it is possible that some of them may have to close down temporarily unless the trade revives.

GUELPH.

Guelph, March 17.—John D. Miller, of Carrick, has purchased a hardware store in Chesley.

* * *

A week or so ago a burglar made a successful raid on Bernhardt & Gies' hardware store, Preston, and carried away two shotguns and a number of pocket knives.

* * *

Charles Fairweather has secured a position in the Awde Hardware Store, Drayton.

* * *

John England, who has been for 15 years connected with the firm of C. Kloepfer & Co., of this city, has bought out a business in Milverton and will open there with his son, Harry.

* * *

Owing to the demand for paper boxes Tolton Bros. will build an addition to their new factory. It will be 46x26 feet, two storeys high. The tenders will be called for immediately.

* * *

The annual meeting of the Bond Hardware Co. was held yesterday. The company report that they have had a very successful year, in spite of the money stringency.

* * *

The death took place yesterday of Mrs. M. Kelly, wife of Matthew Kelly, superintendent of the Guelph Stove Co.

* * *

Some very good windows are noticeable in the local hardware stores this week. McMillan Bros. and the Bond Hardware Co. are showing neatly arrayed windows of paint and painting necessaries, and the latter are also showing a window of mechanics' and carpenters' tools.

* * *

"Building prospects are getting brighter, though it is unlikely that 1908 will be up to the usual standard," said a leading architect to your correspondent a day or two ago.

WOODSTOCK.

Woodstock, March 25.—Trade in the hardware line is picking up immensely in this city. The recent severe storms which resulted in the blocking up of many of the country roads caused a severe hamper to business generally. The country roads are, however, still in a bad condition. The general outlook is very bright. Oxford County is one of the counties in the province which produces a very large output of maple syrup and sugar. Hardware merchants in the city report that a large quantity of sugaring utensils, such as spiles, pans, augers, pails and kettles have already been sold and that orders are coming in daily.

* * *

The money stringency and business depression generally are a thing of the past in Woodstock, was borne out by a statement made by the proprietor of a well-known hotel. The gentleman said that on Friday last the receipts at his hotel from travelers only, was in the neighborhood of two hundred dollars. This, he said, exceeded the receipts from this class of trade, on any one day, for over two years.

* * *

A movement is on foot to again form in Woodstock, a retail merchants' association. An association was formed here early in the winter but owing to the lack of interest shown, it fell through. Such an association is very beneficial and should be helped along by every retail merchant.

* * *

The window of the A. H. Gingerich hardware store, which is very tastefully dressed, is attracting much attention.

INGERSOLL.

Ingersoll, March 22.—Price-cutting, which is seldom resorted to here, reached a very interesting stage with local hardware dealers on Saturday and users of coiled wire had the opportunity of buying at a great saving, but it is doubtful if the merchants will have much to show in the way of profits on the transactions. Most retailers will freely admit the folly of cutting prices, but once the practice is commenced it is generally felt that they must all keep their ends up. The rate war here was precipitated in a rather unusually interesting manner. One of the dealers announced that for Saturday only the price for coiled wire had been reduced to a certain price, but if other requisites were purchased with it the price would be subject to a still further reduction. Bills to this effect were distributed and of course they fell into the hands of other dealers, who immediately came out with hand bills announcing that they had reduced the price of coiled wire to $2.65 per hundred pounds, the reduction to hold good for the entire week. In view of this the offer of the

dealer who had made the first cut practically lost its effect, and just to show that there was no lack of the "fighting" spirit further bills were circulated offering the wire at $2.55 per hundred pounds. The interesting feature of the whole matter is that the other merchants have decided not to carry on the fight below their original cut. It is claimed that the wire was being sold at cost, as the result of the first cut, and they are prepared to let the dealer who has dropped below them do all the business in this line on a below cost basis. The incident, however, is one that aroused not a little interest between the dealers themselves, and in fact, with all who are familiar with the particulars.

Just why merchants should drop their prices below the actual cost is a mystery to those familiar with trade conditions as it is generally conceded that it is a practice that has an injurious effect on trade, with the rare exception of intervals when it is policy to make a specialty of some article. In the past local hardware dealers have refrained from price-cutting and for the benefit of all it is hoped that the present incident will be short lived.

* * *

With the advent of spring there has been a gratifying increase in the volume of trade. For the past few days the dealers have been making special displays of syrup-making utensils and the trade in this line has been fairly brisk. A large number of farmers have found it necessary to replenish their stock. Active operations for commencing the spring's work on the land has also commenced which means more business for the hardware dealers.

* * *

There is a gratfying activity in industrial circles at the present time and no cause for alarm in regard to a depression, which was never felt seriously here during the past year. The factories are all running, and some of them find it necessary to work overtime to keep pace with their orders.

* * *

"It is understood that the enterprise of local merchants will shortly assert itself again. From what can be learned it is the intention of the merchants to have a general delivery system, instead of the old, expensive and at times insufficient individual method. Plans are being laid for the organization of a system which will include all the deliveries for butchers, grocers, bakers, etc., at regular hours. This system, which is already in vogue in some places and has proved to be very satisfactory will be more efficient and economical and will no doubt be highly appreciated both by the merchants and their patrons."

GALT.

Galt, March 24.—The special spring number of Hardware and Metal came as a delightful surprise to the local trade, who, while they were expecting something exceptional, had no idea that the number would be so handsome and comprehensive. All are loud in their praise of the handsomely illustrated number, and as one hardware man aptly remarked, "It is a credit both to the publishers for issuing the number and to the trade for being represented by such an able organ."

* * *

Business is not exactly what it should be, although the merchants are not complaining, knowing that an optimistic view will do more to disperse the present feeling of insecurity than bewailing the hard times. The painting season has already opened, and there is a large demand for paints. All the dealers are well stocked and will be able to meet all the requirements of the spring trade.

* * *

Reginald Gordon, formerly of G. A. Richardson's hardware store, Guelph, has accepted a position with W. J. McMurtry, Galt.

* * *

The Canadian Brass Company is rushed with orders and is working overtime. The Galt Brass Company is also very busy.

* * *

The fire protection by-law passed by the council on Monday night will result in alterations being made to every public building in Galt, churches included. The by-law was fathered by Ald. Oliver, manager of the R. McDougall Co.

* * *

The Shurly & Dietrich Company have issued a new catalogue. It is a masterpiece and every one of the trade who has not received a copy should send for one.

LONDON.

London, March 17.—There are no new developments in connection with the big steel plant which Detroit capitalists contemplate establishing in western Ontario. St. Thomas had been in negotiation with the parties for some time in a quiet way, but negotiations were suddenly broken off when the attention of the Americans was directed toward London.

* * *

The assessment commissioner has informed the manufacturers' committee that the Steel Culvert Company, an American concern, has decided to establish a branch here, and has already secured land in the east end on which to erect the necessary buildings. The company, which is the largest of its kind in America, has already two factories—one at Madison, Wis., and the other at Lyle, Minn. It manufactures metal culverts for use on railways and public roads and is at present represented by agencies in twenty-five states. These people have come here asking nothing from the city, and did not even announce their intentions until they had closed the deal for the property. London looked good enough for them, and that was all they wanted. The company will employ at least fifty men at the commencement of operations.

The Canadian Pipe Organ Company, of Woodstock, asks the city for a loan of $5,000 as an inducement to locate here, in addition to a building at a nominal rental, free water and other privileges. These parties have been told to float a company, and that upon their success would depend the city's attitude.

* * *

The manager of the Colonial Engineering Company has written the city council making a proposal regarding the establishment of a gas producer plant for lighting purposes. He offers to install a plant suitable for the city in all particulars, which would cut the present cost of lighting in half, for the sum of $75,000. He claims the plant would pay for itself in five years and that there would be no opportunity for Niagara power to compete. In the present shape of the Niagara power scheme the council hardly knows what to do with this proposition, and the probability is the communication will be allowed to remain on the table. Nevertheless, people are beginning to wonder whether the Hydro-Electric Commission's scheme is really the cheapest after all.

* * *

In addition to the proposed traction line to Stratford, to which reference has previously been made in this correspondence, there is a possibility of the parties holding a charter for a line to run from this city to Grand Bend, a summer resort on Lake Huron, forty miles from here, starting operations this coming spring.

* * *

The contract has been let for the erection of the proposed hygienic institute, one of the most important building projects here this year.

* * *

Hardware jobbers report trade as brisk, while retail lines are rather quiet. However, contractors are beginning to make inquiries as to prices, which is taken as a favorable sign.

* * *

"There is one feature in connection with the hardware situation," said a representative of a leading jobbing house, "which many in the trade appear to be overlooking or are ignorant of, and that is the danger of being unable to procure goods later in the season. The caution of the retailer has affected the trade all along the line. It has prevented the jobber from buying with his usual freedom, and the consequence has been that the jobber has not been clearing off his stock as eustomarily, and the manufacturer has had no encouragement to keep things going. Why, we haven't been doing any buying for months, and one manufacturer told me that his stock was very low and he did not at present feel inclined to increase it. The result is obvious. If the boom in trade which I look for comes, there will be much difficulty in getting goods."

* * *

The important cut in the prices of spades and shovels referred to in this correspondence a couple of weeks ago did not last very long. The best advice to retailers who have had the benefit of the cut is to maintain prices.

* * *

A meeting of the creditors of D. L. Meyers, retail hardware dealer, Stratford, was held here a few days ago,

when a bill of sale made by Mr. Myers to the Myers Hardware Company was confirmed, and the affairs of the firm were thus straightened out and placed on a satisfactory basis. The Myers Hardware Company is composed of George and James Myers, and Alex. Fisher, a brother-in-law, all of whom are men experienced in the business and hustlers, every one of them. That a prosperous career is before the new firm those qualified to speak are confident.

* * *

The Ontario Electric Company is the latest addition to London's industrial concerns. The company is located on Carling street, and is composed of T. J. Cahill and J. H. Pollock. They will employ a number of men.

CHATHAM.

Chatham, March 24.—Spring business is opening up here in fine style, and the outlook is universally reported to be good. Factories are taking on more hands and running for longer hours than during the winter. Through the early breaking up of the ice on the Thames, Chatham and the adjoining country fortunately escaped the usual flood, which in past years has done much damage, particularly to farmers. The outlook for 1908 is bright.

* * *

Arrangements have been concluded for the erection by the C.M.B.A. and C.O.F. of a new block on King Street, on the vacant lot next the News office. The building will comprise three storeys, with a store on the ground floor. This building will occupy half the lot, the other half being taken up by a similar building to be erected by W. H. Westman, of Westman Bros., hardware firm. The plans are now being prepared, and it is expected tenders will be asked for within 30 days, the new buildings to be completed by September.

* * *

Alex. McCallum, formerly of the firm of Drew & McCallum, has disposed of his hardware business to Chas. Steveson, of this city. The new proprietor is now in charge.

* * *

Bert Cookson, of Toronto, formerly of Chatham, and now representing the Imperial Varnish & Color Company, called on city friends last week.

* * *

The Chatham Gas Company is pushing an energetic campaign with a view to introducing the use of electric sad irons, as well as of devices for utilizing electric current for cooking and heating. The representative of a firm engaged in manufacturing these devices is now conducting a demonstration at the company's office. The company's tall chimney is being utilized in the campaign, a large number of incandescent lights being used to form the legend, "Use Electric Light."

* * *

The proposed large American steel industry, which is understood to have been negotiating with St. Thomas and London, with a view to the establishment of a Canadian branch, may, it is understood, decide to locate in Chatham. Rich, Goodenough & Rhimn, of Detroit, and other capitalists, are behind the enterprise. The civic industrial committee have the project in hand. Chatham has all the railroad advantages of the two other towns, and a navigable river as well.

West of the Great Lakes

B. C. Mica Mines to Be Developed—Mining and Lumbering Outlook Bright—Calgary and Edmonton Jobbers Secure More Favorable Freight Rates—New Towns and Villages in Alberta — Calgary Preparing for Dominion Exhibition—Transfer of Western Stores Involving $350,000—Difficulties of Stove Manufacturing in B. C.

SASKATOON.

Saskatoon, March 14.—At the last meeting of the City Council a petition was presented from the plumbing firms in town asking that a license of $25 be put on plumbing firms. The request is made in the interests of competent and sanitary plumbing, and should prevent any fake jobs being put through.

* * *

The Western Plumbing and Heating Co. have purchased a lot on Twentieth street where they intend erecting a showroom and workshop. They have found their present quarters too small for their business, which has extended with the growth of the city. The new building will be 24 x 50 feet, two storey, facing on the main west-end thoroughfare The ground floor will be used as a showroom and workshop. The first floor will be divided into rooms and offices, and the basement will be used for storage purposes. The price paid for the property, which includes an old building which can be used for storing goods, was $2,100. The same firm a few days ago was awarded the contract for plumbing and heating a new court-house at Battleford. They are at present employed putting in plumbing fixtures in the new court-house built here, and will use the same class of goods on the Battleford job.

* * *

Alderman Hopkins has returned from what may be called a successful trip, from Winnipeg. It was announced a week ago in Winnipeg that an important business deal had taken place there whereby the transfer of the Hamelin Bros. & Co. stores was made to M. J. McLeod, of Moose Jaw. The stores taken over by the latter are situated at Moose Jaw, Prince Albert, Stoughton, Manor, Melita and Napinka, with head office at Winnipeg. The deal involved a sum in the neighborhood of $350,000. It turns out that the Napinka store was sold by Mr. Hopkins, of Saskatoon, to the company, receiving shares in the company as part security. It was for the purpose of stopping the sale that Mr. Hopkins went to Winnipeg, and to come to some satisfactory agreement whereby he could recover $11,000, he being a shareholder to that extent.

* * *

Last week a man named Beavens raided some of the Prince Albert stores. From O. B. Manville's store he took several sheets of galvanized iron, a washing machine, stove pipes, boilers and pils, etc., amounting to $47. The man was arrested and given six months, and the goods were restored to the owners.

EDMONTON.

Edmonton, Alberta, March 16.—Arrangements have recently been completed whereby Edmonton and Calgary wholesalers and retailers have been given more favorable freight rates. This new arrangement, which came into effect on March 15, amounted to 5c per 100 pounds on freight in class 5, and 8c per 100 pounds on machinery and agricultural implements. The greater proportion of freight shipped into Edmonton is in class 5, and there is also a considerable quantity of machinery and agricultural implements, so that the reduction of from 5c to 8c materially affects wholesalers.

The reduction of this freight rate places Calgary and Edmonton on the same basis as Winnipeg with regard to freight. Previous to this Winnipeg had a more favorable freight rate on goods from Eastern Canada than had Calgary and Edmonton. The new rate will also do much to make Calgary and Edmonton the leading wholesale and distributing centres of the West. The new rate does not apply to the smaller places in the West, and, as a consequence, the Edmonton and Calgary wholesalers will be able to bring their goods from the East much cheaper, and can then ship them out to the smaller dealers in the surrounding towns and cities.

* * *

As an indication of the rapid growth of Alberta, an item brought down to the Legislature recently in the report of the Department of Public Works, might be of interest. This shows nine new villages during the year 1907 and four villages were advanced to the dignity of towns. The new villages are Alix, Crossfield, Islay, Langdon, Mundare, Spruce Grove, Sedgwick, Stoney Plain and Tofield. The new towns are Daysland, Magrath, Nanton and Tabor.

* * *

Hardware dealers in the city report a decided increase in business recently with the approach of spring. Perhaps in no other line of business in Edmonton

has the pinch of hard times been felt less than in the hardware business. The outlook for the coming summer is good and the hardwaremen expect to do a record business.

* * *

Men who have been working in the lumber woods about 100 miles west of the city are returning from their winter's work. They report the cut as being larger than ever before. The exceptionally fine weather this winter has assisted them greatly. About 500 men were employed in the various camps, and the logs are now practically all at the river bank ready to float down to the Edmonton saw mills as soon as the ice breaks up in the spring.

* * *

The Edmonton and Strathcona plumbers played an exciting game of hockey in the latter city, which resulted in a victory for the former by a score of 3 to 1. In the first half no goals were scored, but in the second half Hazard, McCaghey and Smart scored for Edmonton, and Lendrum notched up one for Strathcona. After the game the home team gave the Edmonton boys an oyster supper at the Dominion Hotel.

* * *

Great preparations are being made for the Dominion Exhibition, to be held in Calgary in July next. The twin cities of Edmonton and Strathcona have decided to make a joint exhibit, which will be worthy of the excellent district which it represents.

* * *

W. L. Rhodes, of Seattle, manager of the Northwest Paraffine Paint Co., was in the city last week on a business trip connected with his company, and is incidentally boosting the Yukon and Pacific Exposition, to be held in Seattle from June 15 to October 15, of next year. He stated that the object of this mammoth fair was to exploit the Pacific Coast and the Orient. It was a Western proposition, and they were looking to Western Canada to assist them in the project. He interviewed several prominent citizens with a view to getting an exhibit from this part of Alberta. The idea, he explained, was to get Alberta and Saskatchewan to make a very strong display of the resources of the prairie, and with this end in view the exposition management intended consulting the various Boards of Trade of Western Canada.

VANCOUVER.

Vancouver, March 20.—Very encouraging news comes from Nelson, which is the distributive point for a large district containing many lumber camps and mining companies. It is that machinery houses and business firms generally report orders for this spring larger than for any previous season at this time of the year. This condition may be taken to indicate a busy summer and fall unless there should happen to be an unexpected drop in the price of metals. This is not looked for, however. Mining men, too, are going ahead with operations, and at the Granby, for instance, records for production and shipping are being broken. Steady demand is also being caused by the number of settlers going into the country, and the fine lands in the Kootenay are receiving their share.

* * *

With the coming of spring the lumber trade is brightening, which will bring business to those plants which handle the machinery supplies for the mills, which have been practically idle during the suspension of operations for the past three months. There is room for a good trade in this industry, but what will be done depends very much on conditions in the Northwest. Prices have been lowered here as close as possible to meet the necessities of the farmers east of the Rockies, and also with a view to offsetting buying in the markets of Washington state.

* * *

The Ning Chow one of the big Blue Funnel freighters, which come from Liverpool to Vancouver in round the world trips, left on Wednesday for the Orient, having on board seven large locomotives for use on the Southern Manchurian railway. They came from Paterson, N. J. These boats are equipped with lifts which make it an easy matter to handle freight of this kind, and it is swung on board without the slightest trouble.

* * *

Arrangements are being completed for the operation of mica deposits in the Big Bend country, near Revelstoke. Moodie Bros., of Calgary, are largely interested in the Big Bend Mica Mines Company, which is being incorporated, and which has secured twenty-six mica claims in the vicinity of Big Mouth creek, northwest of Kinbasket lake, and directly south from where the Canoa and Wood rivers enter the Columbia. Between 80 and 100 men will be employed this year, and it is expected to bring out $80,000 worth of mica. Next winter a camp will also be operated. The company will start with capital fully paid up, and the prospects of a profitable year are very promising. This will be the first large mica deposit to be operated, but judging from tales brought in by prospectors, other companies will develop mines further to the north. These men state that away north in the country which will be rendered fairly accessible by the Grand Trunk Pacific are mica deposits from which very large sheets may be secured.

* * *

Another mining item which is of particular interest to the trade is that Seattle and Victoria men are investigating the hematite iron deposit on Salt Spring Island, between Victoria and Vancouver, in the Gulf of Georgia, with a view to developing. Considerable attention has been paid to the iron ores of Vancouver Island and those of the islands in the Gulf of Georgia which have them, and since the Government has offered inducements it is not improbable that an iron smelter may be established in British Columbia, now that the population is rapidly increasing and there is a continued and growing demand for iron wares of all kinds. Ore is taken from Texada island, 30 miles from Vancouver, to the smelter in Washington State, which is operated at a profit. Large amounts of iron are used here now, and with the development of mining and lumbering in the northern districts the demand should be such as to encourage the industry on a larger scale.

* * *

Eastern capitalists, represented here by R. D. Rorison & Son, are contemplating the installation of a turpentine manufacturing works at Eburne, on the north arm of the Fraser river, six miles south of Vancouver. Waste forest products will be utilized.

* * *

A company, composed largely of Vancouver men, is being talked of to manufacture brickettes from the coal dross of the Vancouver Island mines for fuel purposes. These are manufactured at Bankhead, and find a ready sale.

* * *

Plans for the improvement of the Fraser river, by deepening the channel, will be laid before the Government at Ottawa by Mayor Keary, of New Westminster, who left for the East early in the week,

* * *

There is also an agitation on foot to interest the Government in deepening the north arm of the Fraser to allow big boats to reach the industries which are being established at Eburne.

* * *

Discussing the manufacture of stoves with H. F. Peter, who is western manager for the Record Stove and Foundry Company, with factory situated at Moncton, N.B., and with branch houses all over Canada, he states that the establishment of large industries of that kind in British Columbia is practically frustrated by the attitude of organized labor. While the province has enormous resources in the matter of metals and fuel for the successful and profitable carrying on of stove-making iadustries, the wage scale of operatives is prohibitive. In nearly every other line, when a wage scale is excessive the price of the finished article is raised to a point where, though the people are heavily taxed for their necessities, the business can still be continued at a reasonable profit. The stove-making industry differs in some respects from others, because local manufacturers would have to go into competition with eastern-made goods. The inflation of prices is, therefore, impossible, and he considers it is cheaper to make the finished article in the east and to haul it all the way across the continent than it would be to manufacture it locally. Still, we have the Vancouver Stove Works manufacturing here, and another company in Victoria. A short time ago it was stated that this firm had suspended the manufacture of the line of cooking stoves for which the business was founded and the factory built. The reason given was that it was impossible to get a good assembler, or fitter. Efforts to secure competent men in the east resulted in disappointment. As related by the manager, the demands in the way of binding contracts and exorbitant wages made satisfactory negotiations impossible. Most of the easterners making application in answer to the firm's advertisement wanted a return ticket sent in advance so that they could travel to the coast at the firm's expense, look into the situation and, if they did not like it, could go back on the same account. More than this, they wanted a cast-iron contract for an annual wage scale which would make the manufacture of stoves very unprofitable. It is expected that the suspension is only temporary, however. Meanwhile, the manufacture of parts of stoves and furnace goods, builders' materials and custom work will continue.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers; when sending for samples, etc., should mention this paper to show that they are in the trade.

A Canadian Map.

The Canadian Heating and Ventilating Co., Owen Sound, recently presented their customers with a map of Canada, the dimensions of which are about eighteen by twelve inches. The map is done in colors and is a particularly good one. The new Western Provinces with cities and towns are shown as well as the older provinces. Cuts of the Empire Queen Range and the Empire King Furnace appear on the map. Two handsome hangers have also been published by this company bearing colored likenesses of their Royal Highnesses King Edward VII. and Queen Alexandra and advertising the above mentioned ranges and furnaces. Dealers can secure samples of the map and hangers from the above company by mentioning this paper.

Penn Esther Ranges.

The Record Foundry & Machine Co., Moncton and Montreal, manufacturers of the well-known "Pennesther" range as well as many other lines of popular cook stoves and heaters have just issued from the press a very handsome new catalogue for 1908, illustrating their various lines. The engraver has done good work as has also the printer whilst the descriptive matter is very comprehensive. The whole contributes a valuable buying assistant to any hardware dealer handling these lines. The firm will send one of any of their customers or interested dealers upon request by mentioning Hardware and Metal.

Banner Lamps and Lanterns.

Catalogue No. 10 has recently been published by the Ontario Lantern and Lamp Co., Hamilton. The catalogue contains cuts showing the different lines of lanterns, lamps, burners, shades and household articles manufactured at their Hamilton factory. The cuts are carefully arranged and cannot fail to attract the attention of dealers. The lanterns shown are numerous, embracing the small candle lantern to the powerful cold blast reflectors fitted with Prismatic globes.

The lamp department is as carefully prepared as that displaying the lanterns and a range of lamps, shades, burners, etc., are shown. The descriptive matter in the catalogue has also received careful attention and descriptions of lines shown are short and concise. The back of the book is devoted to household articles, such as stair plates, suit case loops, picture hooks, reflectors, etc., which should be of interest to dealers during the spring house-cleaning season. The catalogue will be mailed to hardware merchants on request by mentioning this paper.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCY WANTED.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

SHEET metal workers, now is the time to learn pattern drawing, later on you will be too busy. Let us send you and your friends full particulars and sample drawing and instructions. Address The Sheet Metal School, Galt, Ont. (14)

A growing established business in stoves, furnaces, kitchen utensils, cutlery, gas goods, tinsmithing, etc. Turnover $20,000 last year. Room for big growth as population is well over 16,000, good stand and long lease, first class stock and tools, about $6,000. Proprietor must sell as other interests are compelling. A bargain for a quick sale. Box 702, HARDWARE AND METAL, Toronto. (12)

HARDWARE AND HARNESS — Manitoba — Stock about $2,000; good going business; excellent opportunity for tinsmith with small capital. Store building for sale; principals only. Box 14, HARDWARE AND METAL, Winnipeg. [14]

HARDWARE, stove and furnace business for sale—Established 40 years; best in this section. For particulars apply to estate of A. Thompson, Bradford. (12)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

POSITION by hardwareman Good general experience; best references. Box 703, HARDWARE AND METAL, Toronto. [12]

SCOTCHMAN, open for engagement shortly, most extensive experience open fire grates and fireplaces, every type on British market. Also stoves and mantel-pieces. Accustomed to best class trade and architects' work. Accustomed also estimating and handling workmen; has knowledge also of cutlery and general hardware. Thoroughly practical and capable salesman, competent to take any responsibility; character exemplary. Box 49, HARDWARE AND METAL, 88 Fleet Street, London, Eng. (12)

SITUATION wanted as traveller for Stoves, Furnaces or Tinware. Good connection, first-class tinner. Box 712 HARDWARE AND METAL, Toronto.

TRAVELER of large experience in Ontario, desires a responsible position; to represent a first-class iron foundry, manufacturing stoves, furnaces, steam and hot water heating apparatus; highest references. Box 709, HARDWARE AND METAL. [12]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—One No. 92 National Cash Register, cost $400.00; nearly new, will sell at bargain. Box 708, HARDWARE AND METAL, Toronto. (12)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED AT ONCE—An experienced hardware traveler for Western Ontario. Apply giving experience and reference to Box 710, HARDWARE AND METAL, Toronto. [14]

SALESMAN wanted for hardware trade to carry good selling side-line on commission; give references Box 906, Galt, Ont. [14]

BUSINESS CHANCES

A YOUNG lady bookkeeper with four years' experience in retail hardware office, open for engagement April 1st. Highest testimonials. Apply Box 705, HARDWARE AND METAL, Toronto. (13)

HARDWARE stock $8,000; annual business $25,000; price, 100 cents; good town; terms, $5,000 down. Address Box 707, HARDWARE AND METAL, Toronto. [13]

HARDWARE, Stove and Tinware business in thriving town in Ontario, surrounding county thickly settled with good farming community. Stock and fixtures about —— which can be bought on very good terms as present owner has other interests that require his attention. Box 711, HARDWARE AND METAL, Toronto.

MANUFACTURERS of standard reputation in hardware and metal branches, who desire to be represented by New York agent, will address "Domestic and Foreign," care of HARDWARE AND METAL, Toronto. (12)

A WHOLESALE established stove business; patent heating stoves five years on market and successful workers. Would go well with other lines. Proprietor lacks capital to push business. Patterns, stoves and material about $7,000. Would take half cash balance stock in reliable company or 75 cents on the dollar for cash sale. Full investigation solicited. Box 701, HARDWARE AND METAL, Toronto. (12)

Business for Sale

AS we intend to confine ourselves to the Wholesale Hardware business in future, we have for sale our retail general hardware business. This business has been established for over twenty years and always has been and is now a profitable one. Correspondence solicited, but as it will require $10,000 cash at least to swing the transfer, we expect evidence of your good faith when you write.

McLENNAN, McFEELY & CO. Limited

VANCOUVER, B.C.

Typewriter Wanted ?

The best and cheapest way to secure a second-hand Typewriter is to insert a Want Ad in "Hardware and Metal." The Want Ad will cost you 25 or 50c., but you will probably save five or ten dollars on your purchase.

Condensed advertisements in "Hardware and Metal" cost:

2c. per word, first insertion; 1c. per word, subsequent insertion.

Five cents extra for box number.

SEND MONEY WITH ADVERTISEMENT

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, March 27, Room 511, Union Bank Bldg, Winnipeg

A marked improvement in general business conditions is felt now throughout the entire west and the wholesale hardware houses are reaping the benefit as well as other lines of trade. Two or three months ago dealers were afraid to order for spring delivery, but with improved business prospects orders are now coming in freely.

A mumber of important price changes will be noted. The discount on Gurney and Peterboro builders' hardware is now 45 per cent. instead of 40 per cent., as formerly. Tin plates and terne plates are cheaper. Bar iron is cheaper. A number of other less important changes will be noted.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13 $3.55; No. 14, $1.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0, to No. 1, $4,65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90: No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process, list Feb. 1, 1908: Capewell brand quotations on application; "C" brand list prices per box 25 lbs.: No. 4, $5.25; No. 5, $4; No. 6, $3.50; Nos. 7 to 9, $3.25; Nos. 10 to 14, $3. Discounts on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4,75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts, Bolts—Bolts, carriage, 3-16 and ¼, 65 per cent.; 5-16 and ⅜, 60 per cent.; 7-16 and larger, 55 per cent.; bolts, machine, 3-8 and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾; small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10 per cent.; copper rivets: No. 7, 29c per lb.; No. 8, 29½c; No. 9, 30½c; No. 10, 31¾c; No. 12, 34c. Copper burrs, No. 7, 39c per lb.; No. 8, 40c; No. 10, 43c; No. 12, 46 cents. Copper rivets and burrs: No. 8, 30½c per lb; No. 9, 33c per lb.

Green Wire Cloth — $1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16. $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1. $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½ per cent.; and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Builders' Hardware, Locks, etc.—All Peterboro and Gurney lines, 45 p.c. discount from list.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾.

Building Paper—Anchor, plain, 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; Jubilee tarred, 84c; Buffalo plain, 60c; Buffalo tarred, 62½c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off; American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge, black, soft, $18; 10 gauge, $22.50; 12 gauge, smokeless, chilled, English, $24; Canadian, $23; 10 gauge, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop per 100 lbs. $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder. F.F. keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.50. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

Sheet Zinc—$8 for cask lots, and $8.50 for broken lots.

Pig Lead—Average price is $5.50.

Lead Pipe—Quoted at $7.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in. $2.70: ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75, 1¼, $32.30; 3½, $40.50; 4, 46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, 11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per. cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4,65; 26. $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box $13.50; ½ box, $7.

Terne Plates—I.C. plates quoted at $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gal. Engine gasolene, in barrels, gal., 24c; f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 67c; Calgary, 79c; Lethbridge, 79c; Edmonton, 80c; boiled oil, 3c per gallon advance on these prices.

E. G. Prior & Company, of Victoria, perhaps the oldest established implement firm in the province, has decided to retire from the retail implement trade in the interior. The business at Vernon will be carried on by F. S. Reynolds, who will act as agent for the Massey-Harris Company, the American Bain wagon, the Brantford Carriage Company the Planet Junior garden tools, the Acme orchard harrows, the Cockshutt Plow Company, the Adams Wagon Company, of Brantford; the De Laval Separator Company and the American Fairbanks Company.

Pflueger's Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department

10 FRONT STREET EAST, - TORONTO

Are You Quite Satisfied?

with the NET profits you've been making out of your furnace agency? Have you ever thought that your floor space, your time and your salesmanship might bring you more money were they applied to a better line of furnaces? This is a possibility well worth your attention. If you look into the matter you'll probably come to the conclusion that IT PAYS BETTER TO SELL

PEASE ECONOMY FURNACES

than any other kind.

Pease furnaces pay you a handsome profit on each sale. That profit is NET because there are no deductions to be made for time lost in attending to complaints and setting wrong things right. Your customer will never complain if you sell him a Pease furnace —because there's nothing to complain about. Nothing so eats into the profits of a furnace sale so much as exchanging and refixing this, that and the other part.

An Agency for

Pease Economy Furnaces

is an ideal one.

for you if you would sell furnaces which stay SOLD, giving your customer complete satisfaction, and bringing you good, continuous profits.

Now is the time to make a change for the better. Write us about it.

We can supply all your needs in Combination Heaters, Round and Sectional Water and Steam Boilers, Registers, etc.

Pease Foundry Co., Ltd.

TORONTO

Pease-Waldon Co., Ltd.

WINNIPEG

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

Installation of Warm Air Furnaces

Rules Outlined by R. S. Thompson and James H. Brown at the Last Convention of the National Association of Master Sheet Metal Workers.

Select a furnace of ample size for the required work. Some contracts may be lost by doing so, but there is no surer way of establishing a good reputation than by using furnaces of large size.

The furnace should have 1 square inch of grate surface to 2 2-10 square feet of "equivalent glass surface."

Locate the furnace as near as possible to the centre of the area to be heated. This will usually result in the pipes radiating more uniformly in all directions from the furnace and secure better results than if the greater number are taken from one side. If found necessary to vary this on account of chimney or other obstruction, place it to the side of the centre toward the prevailing winds.

Try the foundation with a spirit level before placing the furnace. A cement cellar bottom will usually need leveling up If a dirt bottom, build a foundation of brick or stone, laid in cement. It should extend beyond the periphery of the furnace base sufficiently to insure stability. A pit foundation is preferable if it can be kept free of water. In deciding which way to face the furnace be governed more by the fresh air inlet connection and the smoke pipe than by the coal bin. Partly fill the cup joints with cement and finish with fine dry sand or kaolin.

The Casing and Lining.

If the furnace casing is made with a truncated cone hood there should be an inverted cone of tin inside the top to divide the current of hot air and assist in distributing it to all the pipes. If a flat top casing is used group the pipes as near the centre as possible, where they will get the hottest air. An inner lining of tin riveted to the casing will lessen the loss of heat in the cellar, but by all means suspend a black sheet lining about an inch from the inside of casing. This will act as a powerful supplementary radiator. The relative radiating power of tin is given as 27, while that of black sheet iron is 345. As air is heated only by contact with a hot surface, it will be seen that these black sheets very materially increase the heating capacity of the furnace. The use of asbestos lining is open to objection, and it is a question if it serves any good purpose.

The capacity of each hot air pipe should be proportionate to the size of the room to be warmed, allowance being made for exposure and glass surface. If more than one register is used on a pipe the size should be increased proportionately. Tables are published giving definite information on this point. A good general rule is to allow 1 square inch of cross sectional area of hot air pipe to 2 1-10 square feet of "equivalent glass surface." Very good results are obtained by the use of deflecting registers where from two to four registers are served by one pipe.

Size and Location of Pipes.

Cellar pipes should in all cases be run straight where conditions permit. Use elbows made with as large a sweep as possible. It is stated that a 12-inch elbow with a 6-inch throat has a resistance equal to 121 feet of straight pipe, while an elbow of the same size with a 60-inch radius has a resistance equal to 8 feet of straight pipe.

The fresh air duct should have a capacity of at least two-thirds the aggregate area of all the hot air pipes. It is good practice to supplement this by the use of a cold air exhaust pipe from the hall on the first floor. If this is done the combined area of the two should be equal to the combined area of all the hot air pipes. The inlet should be on that side of the house which will result in the air traveling with the prevailing winds, not against them. A damper or slide should be provided, but it should not be made so that the passage of air can be entirely shut off. If the duct is run overhead care should be taken that the vertical shaft does not drop too near the furnace. There is danger that the air may become rarefied by heat, radiated from the furnace and cause a back draft or outflow instead of an inflow.

The draft of the furnace should be controlled by a lift check damper, connected with the smoke pipe. An excellent method of attaching it is to extend the smoke tee down vertically for about 2 feet below the smoke collar and attach a 90-degree elbow on the lower end. In this elbow place a lift check damper. In this arrangement there is no danger of escaping gas. The check damper and the direct draft in the ash pit door should be connected by chains with a plate on the first floor, from which point they may be operated.

Mark each hot air pipe near the furnace, designating the room which it serves, so that the dampers may be operated in the cellar without confusion. Stipulate in the contract that the owner is to furnish a chimney of good and sufficient draft.

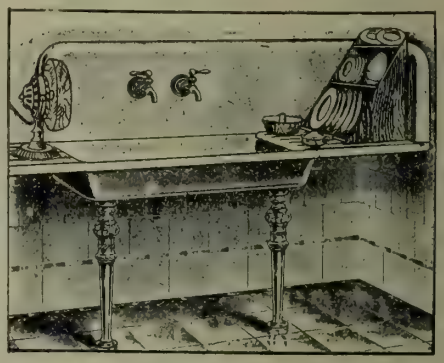
To Figure Heating Surface.

To ascertain the wall surface in a house wholly exposed, with no re-entering angles, add extreme length to extreme breadth multiply by combined height of ceiling and multiply product by 2. To ascertain the number of cubic feet of air per minute at a temperature of 140 degrees required to maintain a temperature of 70 degrees, with the outside temperature at zero, divide the number of square feet exposed wall surface by 2. If air at 210 degrees is to be used divide by 4. To ascertain in square feet the area of air supply divide the exposed wall surface by 600. To ascertain the grate surface required where all outside air is used divide the exposed wall surface by 900. When all-inside air is used divide by 1,500. The product is square feet of grate surface.

ELECTRIC FAN IN THE KITCHEN.

The utility of the electric fan is rapidly being extended from offices to residences and from the summer months to the entire year.

In the kitchen of residences the fan has proved even more welcome than in the office downtown of the owner. With a medium-sized fan, the position of



Drying Dishes with Fan.

which can be shifted by means of a few feet of flexible cord, even the hottest kitchen is made not only endurable, but actually comfortable ! It is a time and labor saver also; kettles, pans and other metal utensils, as well as knives, forks and dishes, can be dried without wiping by placing the articles in the path of the breeze. With dishes the best results are had by using racks or movable shelves, in which the dishes are placed to receive plenty of air. When one side is dried it is only the work of a moment to reverse them and expose the damp side.

Where quick action is needed in the home laundry, hang the articles on a line directly in front of a fan and they will be dried quicker than under ordinary conditions out of doors. In the sick room a fan is far better than ice for

cooling purposes, as immediate results are had and no dampness is caused as with melting ice.

The electric fan is going to become as much of a household necessity as the electric light.

IMPROPER LOCATION OF REGISTERS.

The placing of fresh air registers in the floors of rooms is not approved, for the reason that the flues under them would be receptacles for dust and dirt, possibly infected, from the sweeping of floors and from the shoes of persons walking over them; they may also become receptacles for the sputa of persons suffering from pulmonary diseases, and later distribute the infective particles of the dried sputa throughout the rooms and thus jeopardize the lives of others.

A NEWSPAPER TEST SALE.

A Los Angeles store recently published an advertisement filled with coupons good for about 25 per cent. reduction of a great variety of articles. The following introduction explained the scheme:

"We want to test the drawing power of the various newspapers, we've printed herewith a number of cash coupons of different amounts. Cut them out and bring them with you, they'll be as good as so much cash in the buying of the article or articles specified. Understand you are entitled to these cash reductions on regular lines as stated. Everything is marked in plain figures. Be sure and cut the coupon from your favorite paper. Understand these coupons are redeemable only on Tuesday, October 22. You are entitled to use more than one coupon if you wish, but only one coupon on each article specified. Tuesday mail orders enclosing coupons filled on these items."

A HUNTER'S YARN.

In a hunter's camp different men began to unfold their yarns. Among others, a Kentuckian said he once shot a buck in such a way that the bullet, after hitting the right ear, passed through the heel of the right hind foot. Jeering and laughter gretted the story.

"Brown," called the Kentuckian to his companion, "tell these fellows if what I say is not as true as gospel!"

"Why yes," replied the other, "I saw it myself. You see, gentlemen, when he pulled the trigger of his rifle, the buck was scratching his head with his hoof."

Then he whispered to his friend:

"That was a narrow escape. Another time don't lie so far apart."

It Doesn't Pay to Put Off Painting.

Customer—"Oh, I guess I won't paint this year. I'll let it go for a while."

Reply—"I think you are making a mistake, sir. Whether you own a home or have property to rent or sell, it is not good business to let it 'run down' in appearance and value. Good paint increases the value of property at least 20 per cent. A building will always rent or sell for more money if it has been kept well painted. If you put off painting it will be harder to get your building looking well when you do paint—will take more paint, longer to apply it, and then won't look so well. There's another important thing to be considered: Your building is constantly decaying all the time that it is not properly protected with paint. A coat of paint now will make it last a number of years longer."

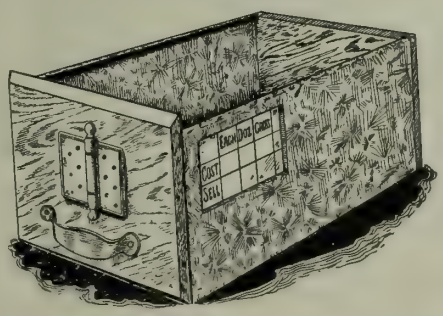
If you are not an S-W. Agent it will pay you to write us. Address

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

330



A Shabby Salesman

belittles the merit of his product. He is actually handicapped in explaining the features of his goods—indeed, he can hardly expect to get a hearing from the man who signs the orders.

Just think over the impression made on you by a traveler when he enters your store. If he is neatly dressed, looks pleasant and appears to have confidence in his goods, the chances are he travels for a good firm, and he will get your attention. Goods sampled on your shelf boxes are

Silent Salesmen

if they have a neat and attractive appearance, they will remind customers of many articles they had not thought of buying. Instal a good system of shelf boxes and there will be no more waste time looking for goods, no more dissatisfaction of customers who will not be promptly waited on.

The STRONGEST and NEATEST shelf box on the market is THE BENNETT STEEL HARDWARE SHELF BOX. It has galvanized steel sides and bottom, and oak fronts, hard oil finish. Having steel sides and bottom, it saves 20 per cent. shelf room over the old wooden box. Each box has a price card fitted into a depression on side, so that you can mark the cost and selling price of goods.

WRITE FOR ILLUSTRATED CATALOGUE AND PRICE LIST.

Cameron & Campbell, Sole Manufacturers, **Toronto**

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

Issac Roadway, Barrie, has purchased a site in Toronto and will build a new carriage works at a cost of $6,000.

The Manitoba Linseed Oil Mills, Winnipeg, Man., will erect a large building at St. Boniface, Man., at a cost of about $75,000.

Trenton will soon have a new industry in the shape of a large cooperage manufacturing plant. The company will be known as the Trenton Cooperage Mills.

The Capital Lock Nut Co., Columbus, Ohio, purpose taking over the plant of the Robertson Machinery Co., Welland, and will spend about $100,000 in enlarging it.

The Missouri Pearl Button Company, of Burlington, Iowa, has secured a lease on premises at Windsor for a branch factory and the Pittsburg Plate Glass Co. is expected to establish a branch in the near future.

Smith Curtis and W. H. Fowler have discovered a 7-foot seam of bituminous coal at Biche Creek, near Kamloops. Claims have been staked out and development will be commenced in the spring.

Campbellford, Ontario, has passed a by-law to give the Canadian Steel Company a site of five acres and exemption for ten years, and to supply them with power at $10 per horse-power. The company will commence at once the erection of a plant to cost $60,000.

The Detroit Testing Laboratory, of Detroit, have formed a Canadian company, the name of which is the Toronto Testing Laboratory, Limited. The business of the new company will be to test metals, ores, alloys, etc., of all kinds. The Canadian company have made Toronto their headquarters. The officers of the company are: President, J. D. Stoddart; vice-president, W. P. Putnam; treasurer and manager, Hugh Lamont.

Companies Incorporated.

Canadian Stewart Co., Montreal, have been incorporated with a capital of $100,000, to manufacture engines, boilers, tools, machinery, metals, implements, etc. The charter members include D. B. Smith, F. H. Shaw and A. Vissett, Montreal.

The Canada Stove & Furniture Company, with headquarters at Montreal, has been incorporated to deal in stoves, furnaces, general hardware, etc. The new company will manufacture the above lines, and, in addition, they will handle similar lines made by other companies. The Canada Stove & Furniture Company is capitalized at $75,000.

R. Robertson & Sons, Limited, have been incorporated to establish a general contracting business for the building and construction of buildings, sewers, railways, etc. The headquarters of the company will be at Toronto, and the authorized capital is $30,000. The provisional directors of the company are Robert Robertson, John Robertson and William Robertson, Toronto.

The Grant Contracting Company, Limited, has been incorporated, with headquarters at Toronto, to take over the business of the Grant Contracting Co., of Toronto, and to assume all liabilities and assets of the company named. The new company will carry on business as building contractors and builders. The share capital of the company is $25,000, and the provisional directors are A. C. Grant, R. B. Coulson and A. B. Barker, all of Toronto.

The Hamilton Builders' Supply Company, Limited, has been incorporated with headquarters at Hamilton, to deal in builders' supplies of all kinds. The provisional directors are: J. W. Nesbitt, J. G. Gauld, James Dickson, C. V. Lang, Norman Slater, F. C. Robins, Harry Howard, Walter Anderson and W. B. Anderson, all of Hamilton. The share capital of the company is $40,000.

Railway Construction.

Brandon will build a reinforced concrete bridge over the Assiniboine River at Brandon this year, to cost $60,000.

Foley Bros., Larson & Stewart, have secured the $7,000,000 contract for building the first 100 miles of the G.T.P. in British Columbia, east of Prince Rupert.

The Canadian Northern Railway Co. will relay their line between Winnipeg, Man., and Port Arthur, Ont., with 80-pound rails this season.

Building Notes.

George Knaggs, Toronto, will build three residences at a cost of $11,000.

C. S. Gray, Toronto, will build three brick residences at a cost of $7,800.

Edmund Elliott, Toronto, will build four brick residences at a cost of $8,000.

A new courthouse will be built at Kamloops, B.C., this year, to cost $56,000.

A new school building will be erected at Craik, Sask., this year, to cost $12,000.

G. E. Case, Toronto, will build two semi-detached brick dwellings, to cost $6,000.

R. Parker & Co., Toronto, will build a three storey addition to their factory to cost $12,000.

A post office and customs house will be erected at Sherbourne, N.S., at a cost of about $25,000.

W. L. Bullen will build six semi-detached brick houses in Toronto this spring, to cost $10,000.

An addition will be erected to the Harbord Street Collegiate, Toronto, at a cost of about $60,000.

Roman Catholics of Riverdale will build a new stone and brick church this season, to cost $30,000.

Coaltman & Cloakley, Regina, will build a large apartment building in that city during the year at a cost of $120,000.

Definite plans have been taken by the school boards of Regina for building a new collegiate institute, to cost approximately $120,000.

An addition is shortly to be made to the Legislative Buildings, Toronto. It will be a fireproof building, devoted to library and archives purposes.

The contract for the new jail at Moosomin, Sask., has been let to the Carter-Hull-Aldinger Co., of Winnipeg. When completed the new jail will cost above $60,000.

Tenders have been let in Edmonton for the building of another public school during the present season. The school will be the largest in the city and will cost the city $60,000.

UNFAIR TO CANADIAN FIRMS.

The agreement between the Canadian and United States Governments that all supplies to be used in the construction of the international tunnel under the Detroit River, from Detroit to Windsor, should be imported into either country free of duty, is not apparently being fairly applied with the result that domestic manufacturers of cement, steel, etc., are being completely shut out.

At a meeting of the Executive of the Canadian Manufacturers' Association, held in Montreal, it was pointed out that the two Governments were not looking at the reciprocity agreement in the same light. The Canadian Government translated the agreement as applying not only to that part of the tunnel which was actually under the river, but also to the approaches which extended for three-quarters of a mile. On the other hand, the United States Government construed the reciprocal agreement as only applying to that portion of the tunnel which was actually under the Detroit River. This difference in the interpretation of the agreement meant a great difference in the construction of the work, since under it the approaches, which involved an expenditure of about $3,000,000, were free of duty, on the Canadian side, but not so on the American side, with the result that the American manufacturers were getting all the work and supplies.

It was shown that while up to March 1, $149,000 worth of supplies for the tunnel had been imported for use on the Canadian side of the tunnel free of duty, not one cent's worth had been sent from Canada to the American side.

It was decided at the meeting to memorialize the Government on the subject, pointing out the one-sidedness of the agreement, and pressing for its cancellation so that in future the Canadian cement factories and rolling mills might be able to secure a fair share of the work.

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO.
Limited

MONTREAL

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The
Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

45

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

Hammer the Hammer — Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and S periodicals.
Our advertising creates the demand. But we never sell direct where the dealer can supply.
These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.
Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

TACKS

Now is the time to sort up in this line.

Consideration of quality is essential in doing so.

Our TACKS are made from the best material—heads well made and uniform—points sharp and clean cut.

We make all kinds of Tacks, and can ship promptly.

THE MONTREAL ROLLING MILLS CO.

Brandram-Henderson Company's New Lead Corroding Works

The plant and machinery for the large new plant being erected by Brandram-Henderson, Limited, at St. Louis, Montreal, is nearly completed, and the production of white lead by the Brandram process in Canada will become an accomplished fact in a short time.

This process ensures the highest possible standard of body and color, and the company claim it will be found to excel in these respects all other white lead paint, and it is now a proud boast that Canada now possesses white lead works which have no superior elsewhere. The process was originally worked by Brandram Bros. about the end of the 18th century, and has been in continuous operation ever since at their works at Rotherhithe, London, England. Their lead has always commanded a higher price on the market because of its body and brilliance in color.

The Brandram process, involving as it does the principle of stack corroded lead built up by corrosion of blue lead, and the formation of two parts of carbonate of lead to one part of hydrate has been kept a secret process for over a century and has never been divulged prior to the inception of the Canadian company; nor have white lead chemists been able to solve the method of manufacture. The firm consider the process far safer than any patent that could have been devised to protect it, and although shrewd guesses have been made from time to time by intelligent foremen employed in conducting the process, they have lacked the key, or, in other words, the chemical knowledge, necessary to control the process at several critical stages. Indeed, a foreman may work all his life at the work without being aware of the principles influencing the direction which is gauged by hourly tests made by the management.

The new works cover an area of about five acres, with a railway frontage of 1,000 feet. The lead works building is 300 feet long by 150 feet wide. Ten large rectangular chambers 20x20 feet, and 30 feet in height, face one another for the preliminary stage of corrosion of 500 tons of lead. A second room adjoining, 100x50 feet, contains three circular backs 30 feet in diameter, each divided into eight sections and holding altogether about 200 tons blue lead; adding another 300 tons in various stages of operation as permanent stock in process. There will be upwards of 1,000 tons in treatment at one time when the works are in full swing.

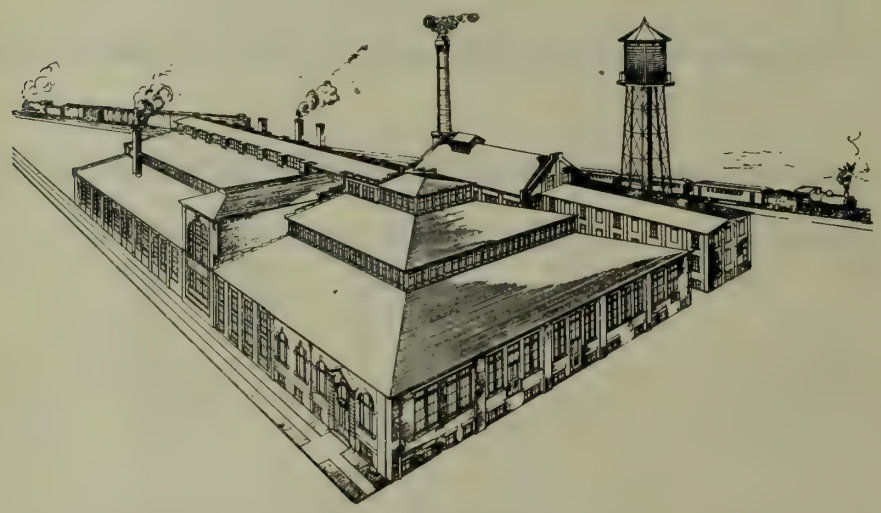
The operator house is in the centre of the building on the west side, into which carbonic acid gas is conveyed by means of gas blowers produced in a water-jacketed furnace some distance off, and cooled down through a series of cast iron pipes immersed in water and connected with cooling and purifying chambers. There are eight round settling backs, 10 feet in depth by 10 feet in diameter. When the corroded lead is thoroughly settled, the water is drained off and the liquid pulp pumped up to a back in the roof of the building from which it passes successively by gravitation through two filter presses and edge runner mills until the moisture is reduced to 8 per cent., at which stage it is turned direct into paint and the remaining moisture extracted.

The advantage of this latter part of the treatment will be evident—no dust can arise in the atmosphere or be inhaled by the employes during any part of the process, consequently there will be complete absence of lead poisoning. Statistics have proved that inhalation of the dry white lead is alone responsible for illness, and the employes of Brandram-Henderson, Limited, will be absolutely safe from any harm in this respect on account of the abolition of the drying stoves as formerly used.

In addition to the main building above described, there have been erected a power house equipped for 325 horse-power, and a three-storey brick warehouse, both of which are supplied with spur-tracks running in from the main C.P.R. line.

The firm will also manufacture their well-known Anchor Brand of White Lead Paint, which they can produce at slightly less cost. This lead will be guaranteed as equal to any other on the market, with the exception of B. B. Genuine.

The consulting engineer of Brandram Bros. & Co., W. J. Perkins, has planned with J. Perrault, of Montreal, as architect, the new Montreal works at St. Louis, and Mr. Perkins is now in Canada to direct the erection of all the plant and machinery. It is expected the works will be operating during April. Mr. Jones, the works' manager of Brandram Bros. & Co., London, will be in Montreal to oversee the starting, and will then be present to certify to the product of the new company being proved to be identical to that hitherto produced by Brandrams alone. E. A. Walker, formerly manager of the Newcastle-on-Tyne Lead Works, of Walker, Parker & Co., is lead works manager and a director in Brandram-Henderson, Limited.



Brandram-Henderson Co.'s New Lead Corroding Works at St. Louis, Montreal.

SPRING WALL PAPER TRADE.

Wall paper sales are heavier in the spring than at any other season of the year. Are you getting your share of the trade? You will not do so if some extra effort is not made on your part. The manufacturers have given the dealer a greater variety in designs and styles than ever before, and dealers should have very little difficulty in choosing lines to suit their particular trade. Most dealers have, of course, already bought their stock, and they should now devise some plan whereby they can increase their sales.

Use space in your local paper for advertising. Be careful in the wording of your advertisement and make it as interesting to the reader as possible. The advertising columns of the newspapers of to-day are widely read, especially by the women folk, and it is the women that generally do the selecting and buying of wall paper.

Your advertising should be followed up by the issuing of a neatly printed circular and delivered to every home in the vicinity. Describe fully on the circular some of the lines you are carrying and quoting the price. This plan should bring results; but do not let your customers find you unprepared. Bring your wall paper into prominence in your store, and have the necessary space in which to show your goods to intending purchasers. For a time give an entire window to the display of wall paper and paints, changing the styles frequently.

Know the things your customers are interested in. One man may be interested in the church and another in horse racing. The wise clerk knows his man.

News of the Paint Trade

BOOM YOUR PAINT DEPARTMENT.

Now that your paint stock for the season is ordered, it is time for dealers to "rustle" a little extra business for themselves by advertising this section of their business to the best of their ability.

Are you satisfied with the amount of business done by your paint department during last year? If you are not satisfied have you spent any thought on remedying faults which hampered the success of this important branch last year.

In conversation with a Toronto hardwareman last week the writer was informed that during 1907 one-fifth of the year's turnover was derived from the paint department of his store. This man owns a store in which other annual turnovers would probably exceed $50,000 annually—a nice business, and if the above figure is correct it would mean that the income from the paint department for 1907 would be about $10,000. Paint is an easy line to handle nowadays, and being put up in cans or pails, it needs little attention when once on your shelves. The important question is, where do you keep your paint—at the back of the store, in the dark, or piled on the high shelves where customers can not read the labels without difficulty? If it is, why not change it. For the next two months get up some attractive window displays, and, in addition, fix up a couple of display tables in the store and print cards bearing prices, etc., and also draw attention to the printing matter which has been given you by the manufacturer whose paint you carry.

If you have handled the same line of paints for a number of years it should prove an easy task for you to gather a few testimonials from well-known patrons who live in your district and place them in a prominent position where customers can see them.

If you happen to be one of the dealers who do not pay much attention to this department get this habit before you lose the cream of a season's profit. The paint department is a good thing. It is a clean, easily handled line, which contributes profits in the proportion of the amount of time spent on its study.

RELIABLE STEEL PAINT WANTED.

Every architect, engineer and contractor is up against the steel paint proposition every day of the year. No matter what class of work is being handled, there is sure to be some piece of plant or some structural steel work or other metal work that is exposed to the elements that should be coated with some preparation that will protect it from rust and corrosion, and that will not peel off after it has been in use for a few months.

A comparatively new material, ESCO STEEL COATING, has lately been placed on the market by the Eadie-Douglas Co., No. 22 St. John St., Montreal. In the little booklet that they issue the many merits of this material is fully set forth and the large business they are now doing with almost every large brewery and cold storage plant in Montreal, where the most severe conditions for a steel paint are met, indicates that the material will do all that is claimed for it.

LISTEN !

If you want to stock the varnish that will bring customers back to your store for more varnish, and tell their friends where to get good varnish.

That varnish is undoubtedly

Elastilite Varnish

FOR OUTSIDE OR INSIDE

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

SHELLAC AS A FLOOR FINISH.

Shellac as a finish for floors has been in use for many years. That it will produce a nice surface is not denied, when not subjected to wear nor washed with water and well cared for. Never use it, however, as an undercoat for varnish.

This finish looks quite well when first done, but it has little to recommend it aside from its quickness in drying, thereby causing less delay than varnishing, but it is not at all durable. Water will spot it very quickly if allowed to remain even a short time, hence it cannot be washed like a varnished floor. Furthermore, almost any liquid will spot it, and it must be cleaned with a damp cloth only.

Shellac does not wear nearly as well as varnish, as it dries very hard and having no elasticity crumbles readily under the heel and sweeps off. Orange shellac darkens light woods greatly, and they continue to grow darker with the lapse of time. When the finish is worn off in places subjected to constant wear it is practically impossible to touch it up without showing bad blemishes, therefore the entire floor must be gone over. Manufacturers of parquetry flooring are about the only advocates to-day of shellac, and even they do not press its use, if they can be given time to finish in varnish or wax.

If the old man is gruff and a bit snappy don't lay that up against him. Perhaps nails have gone down since he bought that last lot—and then it may be only a bit of indigestion.

Paint and Oil Markets

MONTREAL.

Montreal, March 27.—There is a better feeling noticeable throughout the trade, and manufacturers and jobbers seem much more pleased with the state of things than they were several weeks ago. Weather conditions have conduced in no small measure to this, and it is believed that promising business will be done from now on. Orders are increasing in volume, and transactions generally are more brisk in tone. Prices are firm.

Turpentine—Quotations are steady. There is only a fair movement as regards shipments, scarcely up to the average of other years. We continue to quote 72c for single barrels.

Linseed Oil—There has not been much movement during the week in linseed oil. For the opening week in April, however, heavy orders have been booked. Quotations continue firm at: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 57c.

Ground White Lead—Some cutting is noted owing to a certain amount of unloading going on. However, for established grades prices are well maintained, and good business is being done. We quote: Government standard, $6; No. 1, $5.75.

Red Lead—There is only a light call at present, and no change in quotations is noted: Genuine red lead, in casks, $5.50; in 100-lb. kegs, $5.75; in less quantities at $6.50 per 100 lbs.; No. 1 red lead, casks, $5.25; kegs, $5.50, and smaller quantities, $6.25.

Colors—The shipments of colors reflect the spring trade to a marked degree, and some generous orders are reported, especially from the Lower Provinces and Ontario. Chemicals being steady and firm, there is no change to note in the various staple colors.

White Zinc—White zinc is firm and steady, with light sales only reported. We quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc ground in oil we still quote at: Pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—Shellacs have a tendency to weakness, but varnish gums generally may be said to be steady and firm.

Putty—This article is experiencing a good inquiry, and quotations are firm: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, March 27.—Paint is again occupying a prominent position in the stores owing to the close proximity of spring and the manufacturers are feeling the first signs of the busy season by the frequent calls on their stocks during the past week. The situation is encouraging and the amount consumed this season is confidently expected to equal, if not surpass, the total output of last year.

Turpentine has again become interesting and has gone up about ten per cent. at Savannah. The price has advanced six cents at Toronto and there is a possibility of another advance in a few days. No other changes of note have occured during the week.

Turpentine—During the past three or four days a considerable advance has taken place in turpentine at the places of production which indicate that in the last ten days an advance of 8 cents per gallon on the cost delivered in Toronto would have to be recognized. Under these conditions with all the old turpentine that was in stock in Toronto a week ago now disposed of, the new stock just arriving this week should not be sold at less than 80 cents a gallon on which price the jobbers could only make a profit of 10 per cent., but to divide this with their customers they have decided to sell at 78 cents for single barrels and 83 cents for five-gallon lots. If the market continues firm at Savannah a further advance must take place next week as stocks are very light at the present moment and new orders cannot be placed to arrive in Toronto and give jobbers any profit at less than 80 cents per gallon.

Linseed Oil—Linseed oil continues firm at Toronto. Ontario oil is still quoted at 60 cents but outside crushers are quoting about two cents below this figure. Orders for spring delivery are pretty heavily booked and as a result there is not much business being done at present.

White Lead—Some fair orders are coming to hand. Stocks are in good shape and quotations are firm. We continue to quote pure (Government seal), $6.25; No. 1, $6.

Red Lead—Prices remain unchanged and the market is not very strong at present. Stocks are not large at this centre and the retailers and jobbers alike seem to be holding off for the opening of navigation. Quotations remain: Genuine, in 100-lb. kegs, $5.75; Genuine, in 560-lb. casks, $5.25; No, 1, $5.

Petroleum—The demand is steady and quotations are unchanged. We quote: Pratt's astral, 17½c; water white, 15c; and prime white, 13½c.

Shellac—Some good orders for shellac are coming to hand and shipping. Stocks are large and a good business is expected. Prices remain: Pure white, in 5-gallon lots, $2.25 to $2.50; pure orange, $2 to $2.15; and No. 1, orange, $1.90.

Glass and Putty—Glass is being booked in satisfactory quantities at present and some orders are commencing to move. The demand for putty is awakening and before long a good demand is expected. Prices remain: Bladders, $1.95 per 100 lbs.; less than barrels, $2.10 per 100 lbs.

Varnish and Floor Stains—These lines for interior decoration are daily becoming stronger, and varnishes used in carriage factories, etc., have also increased in demand. A good demand has existed for some weeks and prices are firm and unchanged.

Encourage Spring Painting

How?

Show the full range of

ENGLISH

LIQUID HOUSE PAINTS

Send for our new folders and attractive advertising matter, and look into our follow-up system

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

You Can Please Customers

by selling them

Moore's Pure Linseed Oil H.C. Paint

A test will prove to you that Moore's Paint is ground finer, has a better body, is more brilliant and true in color, and keeps fresh longer than any other paint on the market. It costs us more to make it so good and yet sell at a moderate price—but we save the money by not overdoing extensive advertising.

The Painters' Trade is Yours

as soon as you handle

Muresco Wall Finish

It never shows laps, never flakes, rubs or peels off—can be had in a great variety of pleasing tints.

Send To-day for Particulars

Benjamin Moore & Co., Limited

New Office and Works: Toronto Junction, Canada. New York, Chicago, Cleveland, Carteret, N. J.

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.

A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

A Stream of Orders

Spring will soon make it interesting for Paint Dealers.

There will be a long string of orders for somebody and the dealer who is well known and whose goods are well advertised is the man who is going to get his share. Handlers of

Martin-Senour Paint

will not go begging for trade—the reason? Because the Martin-Senour Co. is back of them using its powerful advertising force in exploiting their goods and backing it up with goods of a quality that defies competition. If a proposition for more trade and increased profits would interest you—write to us. Do it today.

The MARTIN-SENOUR CO., Ltd.

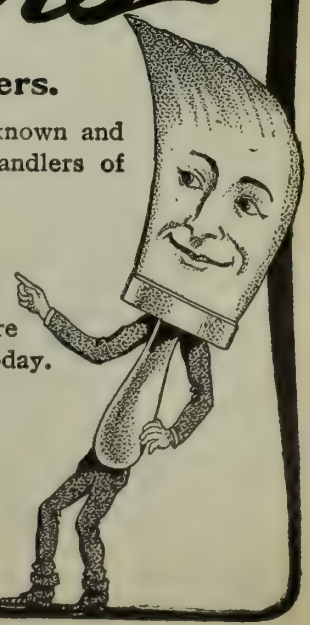
"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.



USE OF WOVEN WIRE FENCING.

The spirit of progress has always been prominent in the Canadian people. They are not slow to adopt improvements, especially when they have been demonstrated to be of value. As a result the old-fashioned rail and wooden fences are rapidly being replaced by the stronger and more serviceable woven wire ones throughout the Dominion. As might be expected, the demand for this class of fencing is so attractive to fence manufacturers that there are a number of different kinds of woven wire fencing on the market, and the purchaser is obliged to choose from among them after having decided which one he considers the best.

One of the strongest points about the Peerless fence, manufactured by the Banwell Hoxie Wire Fence Co., Hamilton, is their "Peerless Lock." This lock, as it is called, is an ingenious method of so arranging the tie wires that, while it admits of the greatest flexibility and elasticity of the fence as a whole, it absolutely prevents any slipping or sliding of the stays or springing out of place of the lateral wires, keeping the fence firm and rigid.

The material employed in manufacturing this fence is what is known as All No. 9, hard drawn steel wire, which is heavily galvanized and so tempered in the process of making as to retain the greatest possible elasticity and tensile strength without brittleness.

This season the Banwell Hoxie Company are putting out an especially attractive line of woven wire poultry fencing built on the same plan as their Peerless field fence, having a closer mesh, so as to turn the smallest chick. This fence, while not so well known as yet as the ordinary Peerless fence, is a most excellent article, and should receive the favorable attention of all discriminating fence buyers. As it requires no top or bottom boards in its erection, and is much stronger than the ordinary poultry netting and of handsome appearance, it is as economical and serviceable a poultry fence as could be desired.

The Banwell Hoxie people publish some interesting literature on fence subjects, and will be pleased to furnish free further information concerning their very excellent line of Peerless fence to anyone who will apply for it, mentioning this paper.

A RECORD OF OVER "HALF A CENTURY."

When a manufacturing business has been successful continuously for over half a century, without a halt, it has certainly achieved a very enviable record and naturally this fact is given a dependence by consumers, in the goods made by such a concern. The Boeckh brush factories, which are located in Toronto, were established in 1856 and it has been their continuous success that has made the present large demand for "Boeckh Brushes." Almost from the very start the name Boeckh was recognized as an assurance of excellence of quality and value. Their manufactures comprise a very varied line of spring goods and those who have not already ordered for the "Spring Cleaning and Painting up Sale" should do so at once as the demand for brushes particularly is heavier at this season than at any other time.

WROUGHT STEEL FLOOR PLATES.

The wrought steel floor plates made by the American Steel Company, Pittsburg, have been introduced into Canada by Drummond, McCall & Co., the well-known iron masters and merchants, of Montreal, with unqualified success. These plates are a decided improvement upon the old style of cast iron "chequered plates" still in use in Europe. The diamonds, instead of being depressed, are raised, which not only increases the non-slipping effect, but gives the plate longer life. The diamonds being spaced close together present about twenty times as much wearing surface as does the old style. In addition, the edges are sharp and clean-cut, presenting an ideal surface from the standpoint of safety. The diamonds being separated by continuous grooves or channels, it is possible to sweep the plate clean of all debris and dirt with as great ease as a smooth plate of the ordinary character. This overcomes a great objection of the European plate, as the latter having depressed diamonds, these depressions not only accumulate dirt and dust, which are impossible to remove, but water and snow collect in winter time.

The advantages of wrought steel plates over cast iron can be easily understood. The unreliability of the latter metal is so thoroughly recognized that in good practice it is not loaded beyond one-sixth of its estimated breaking weight. Wrought steel floor plates are made from homogeneous open hearth steel, manufactured exactly as is the highest grade boiler plate. This steel, after being cast into an ingot, is reduced by rolling into what are termed slabs, which is a semi-finished material. These long slabs are cut into the proper lengths to form the desired patterns of finished floor plates. They are then reheated again, and rolled into plates, and subjected to special processes which turn out a perfectly finished floor plate with the diamonds, ribs, or checkers thereon. Such a thing as a blow hole is impossible, for had there been any existing in the original ingot, they would long since be welded together in the process necessary to produce the plate. Consequently instead of a casting with 16,500 pounds average tensile strength, and a possibility of blow holes, and without deductility, or ability to resist shock, the steel plate has a tensile strength of from about 55,000 to 65,000 pounds, with ability to stretch about one-quarter of its length before breaking. Therefore, should a floor of wrought steel plates be overloaded, it would sag and give warning, so that the extra load could be removed and all danger be obviated. These facts demonstrate the advantages of wrought steel floor plates over cast iron. They are just as advantageous from an economical point of view; they are more durable, safer, and do not become grease-soaked. It can be understood, therefore, how extensively these plates are being used by builders, architects, and engineers.

MUNRO'S CANADIAN METALLIC

Reliable, Anti-Fouling

COPPER PAINT

(Prevents Barnacles and Grass)

FOR

SHIPS' BOTTOMS

YACHTS, LAUNCHES AND STEAMBOATS

This Paint contains a large portion of Finely Ground

METALLIC COPPER

Directions will be found upon every package.

See that Each Tin bears the name of

THE CANADA PAINT Company, Limited

Sole Manufacturers

Montreal, Toronto, Winnipeg

SPECIAL NOTE

ONCE THE "ELEPHANT" LEAD OBTAINS A FOOT-HOLD IT IS HARD TO DISPLACE. ASK ANY COMMERCIAL TRAVELLER THE REASON.

New Era Paint

is a house paint which pleases every man who uses it. It is made of absolutely pure materials, well ground and thoroughly mixed. One gallon of New Era Paint will put two perfect coats on 350 square feet of space.

PRICES UPON REQUEST.

Standard Paint and Varnish Works Co.

LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

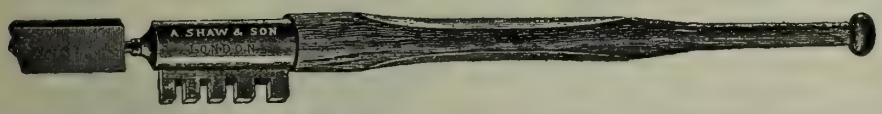
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

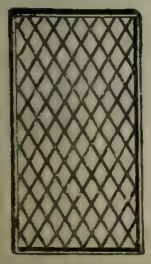
MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.

YOUR ASSET !

Do you know what it is to have good assets in your business? It is something that talks for you, and talks well, and brings you business. Every dealer in

Ramsay's Paints

should make the best use of this asset to bring him business. Have you tried it? Are you using all the helps we bring you? Where are your show cards? Are they well brought forward to catch your business? Do you want any help to sell more goods? If you do, write us. We will help you if you are ready to increase your business and your profits. Every dealer in Ramsay's Paints has a splendid asset.

Every hardware man in Canada should have our catalogue.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 **Paint Makers**

ESTABLISHED IN 1796

English Varnish
For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

"VICTORIA" REFRIGERATOR

Perfect Ventilation
Carefully Insulated
Superior Finish
Trimmed with Solid Bronze Hinges and Locks

Silver Medal: Quebec Exhibition.

Diplomas: Ottawa, Montreal and Toronto.

WRITE FOR CATALOGUE.

C. P. FABIEN

MANUFACTURER, - - MONTREAL

Toronto Sample Room: Stewart & Co., Representatives, 178 Victoria St.

Natural Colors

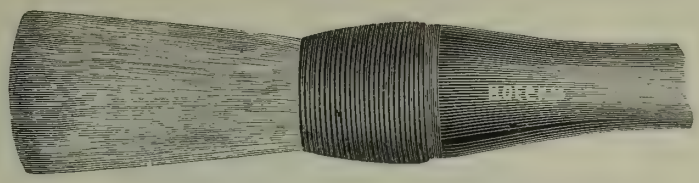
Ours are natural colors made from the best materials, all ready for use.

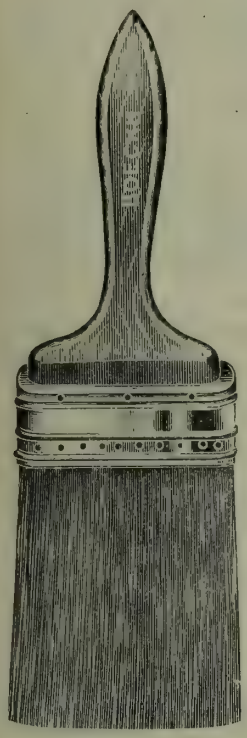
A good lasting paint, one which makes and holds customers.

Eight hours will dry it.

P. D. DODS & COMPANY

Montreal





THE ANNUAL

SPRING PAINT BRUSH SALE

has become so familiar to everyone who takes an interest in "Painting up" that it is looked for each Spring with the greatest degree of expectancy.

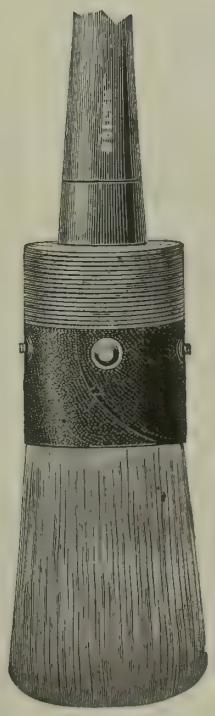
Naturally the merchant who gives this branch of his business the necessary attention, stands to realize the profits that invariably result from a well planned and executed campaign.

A most important feature of this sale is the

Window Display

which should include a varied line of

BOECKH'S

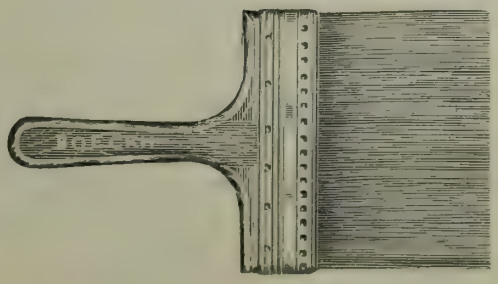


OVAL PAINTS, FLAT PAINTS, OVAL VARNISH, FLAT VARNISH, SASH TOOLS, PAINTERS' DUSTERS, PAPER HANGERS' BRUSHES, KALSOMINE and WHITEWASH BRUSHES, Etc.

The Season is just beginning.
Now is the time to "Get Busy."

UNITED FACTORIES, Ltd.

Head Office, TORONTO



YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men anyway. Why not push the Roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

March 28, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 10
Hallett'	0 10

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates. 3-16 inch.....	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	9 00
" " 2 " ..	....	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Met al Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 23
" seamless base	0 23

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot.....	14 50	14 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz.....		21 00
Plain, 16 oz., 14x48 and 14x60	....	20 00
Tinned copper sheet, base	....	23 00
Planished base.....	....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	....	2 75
All bright "	....	3 75
Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. ..... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middlesboro, No. 3 pig iron ..	20 50	21 00
Summerlee, No. 2 " ..	25 00	24 50
Carron...	25 50	....
Carron No. 3	23 75	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1	....	24 50
Radnor, charcoal iron.....	30 00	32 00
Angles.....	2 75	2 65
Common bar, per 100 lb.....	2 00	2 20
Forged iron	2 15	..
Refined "	2 25	2 75
Horseshoe iron "	2 25	2 75
Band iron, No. 10 gauge base	2 10	2 50
Sleigh shoe steel	2 05	2 30
Iron finish machinery steel (domestic)	2 10	2 30
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 05	2 50
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 50	2 80
Mining cast steel.....	0 07¾	0 08
High speed.....	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	....	0 08
Corona tool steel	....	0 06½
Silver tool steel.....	....	0 12½

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$34 00	$35 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base.....	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	6 75	7 00
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge.....	....	8 00
" " 26 "	....	8 50

LEAD.

Imported Pig, per 100 lb.....	3 90	4 00
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 00	5 25
Domestic	4 75	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass.....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02¾	0 02¾
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate.....	12 00	11 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, discount 50 per cent.
Fuller work, 70 p. c.; basin cocks, 75 p.c.
Flatway stop and stop and waste cocks, 50 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net		2 00
No. 4 " " ..... "		1 80
No 7 Fuller's..... .... "		2 00
No. 4½, " .... "		2 15
Patent Compression Cushion, basin cock, hot and cold, per doz., ...		$16.20
Patent Compression Cushion, bath cock, No. 2208		2 35
Square head brass cocks, 50; iron, 55 p.c.		
Thompson Smoke-test Machine $25.00		

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon. Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 30	¼ inch.....	3 30
⅜ "	2 47	⅜ "	3 30
½ "	2 72	½ "	3 57
¾ "	3 65	¾ "	4 84
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 52	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 16	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 56	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb.....	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	....	0 40
2-lb. or over ..... "	....	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping.....	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol).....	0 01
Sugar of lead.....	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 10
French " "	....	0 08
Marine black "	....	0 40
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15

GLUE.

Domestic sheet	....	0 10
French medal..	....	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels.....	....	0 24½
25-lb. drums.....	....	0 25½

PINE TAR.

½ pint in tins .....per gross	...	7 20
" " ..... "	....	9 60

PIGMENTS.

Orange mineral, casks.....	....	0 08
" " 100-lb. kegs .	....	0 08½

CLAUSS BRAND EBONY HANDLED RAZORS

FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

169 Spadina Ave.

TORONTO, - ONTARIO

WRITE FOR TRADE DISCOUNT

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
P. D. Dods & Co's "Island City"		1 50
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls		1 60
Bladders in bbls		1 85
25-lb. tins		1 90
Bladders in bulk or tins less than 100 lb.		2 00
Bulk in 100-lb. irons		1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 25	2 50
Fine orange	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 18
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 17	0 21
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 72	0 78
Linseed Oil, " raw	0 55	0 60
" " boiled	0 58	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure		6 00
No. 1 Canadian		5 75
Munro's Select Flake White		6 25
Elephant and Decorators' Pure		6 25
Tiger Pure		6 25
Essex Genuine		6 25
Brandram's B. B. Genuine		7 25
"Anchor," pure		6 15
Ramsay's Pure Lead		6 50
Ramsay's Exterior		6 15
"Crown and Anchor," pure		6 50
P. D. Dods "Island City" pure		6 50
Sanderson Pearcy's		6 25
Robertson's C.P., lead		6 25

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 25	
Genuine, 100 lb. kegs, "	5 75	

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 (5	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 (0	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in bands		0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons		0 08½
No. 1, " "		0 07
No. 2, " "		0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt per ton		55 00
Heavy Straw Sheathing per ton		40 00
Dry Surprise		0 40
Dry Sheathing per roll, 400 sq. ft.		0 32
Tar " " 400 "		0 40
Dry Fibre " 400 "		0 50
Tarred Fibre " 400 "		0 60
O. K. & I. X. L " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels per gal.		0 15
Roof " small packages "		0 20
Refined Tar per barrel		4 00
Coal Tar "		3 50
Coal Tar, less than barrels per gal.		0 15
Roofing Pitch per 100 lb.	0 75	0 80
Slater's felt per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		42 50

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire b k, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	50 00	
Stable pavers, 9"x4½"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge— under 12 in. per 100 lb.		4 75
over 12 in. "		3 75

Crate hinges and back flaps, 65 and 5 p. c.
Che t hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5. $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples— ¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb		0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65	
Diamond, Shell, per doz.	1 00	
Nail and Spike, per gross	2 25	

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40	
" " 2, "	4 80	
Barrel Underhill	5 05	

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.		
Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut....per foot	0 35	0 55
Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, nom'nally 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00
" pointing, 924x5.....	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	9 00	
" " ¾ " .... "	10 00	
" " ⅞ " .... "	12 00	
Leather, 1-inch .....per doz.	4 00	
Leather, 1¼ " ..... "	5 20	
Web..... "	2 45	

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise 4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅝ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in, $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3 65; ¾ in. $3 60; ⅞ in., $3.45; 1 in.. $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.....	4 00	3 25
3d.....	3 15	2 95
4 and 5d.....	2 90	2 65
6 and 7d	2 80	2 55
8 and 9d	2 65	2 40
10 and 12d	2 60	2 35
16 and 20d.....	2 55	2 30
30, 40, 50 and 60d (base)	2 50	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25
" iron ..... "	4 25
Set, case hardened, dis. 60 per cent.	
Square Cap, dis. 50 and 5 per cent	
Hexagon Cap, dis. 45 per cent.	

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

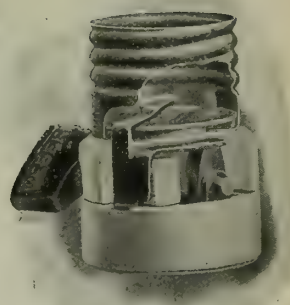
MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL



SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ..... per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished ....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast ....per doz.	6 50
Lift Tubular and Hinge Plain, "	4 75
No. 0, safety ..... "	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Palm globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinued, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch ..... " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common .....per doz.	1 32	
7-inch ..... "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and '900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style .....per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style .....per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 65

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ...	35 00
Royal American, 11 in. ...	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American .....per doz.	1 00 1 50
Bullard's "	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 14
"British" Manilla	0 11
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09
" double	0 10
Sisal bed cord, 48 feet .....per doz.	0 65
" " 60 feet ..... "	0 80
" " 72 feet ..... "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita .....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "	....	0 10
Deer Creek "	....	0 10
Deerlick "	....	0 25
" Axe "	....	0 15
Lily white "	....	0 48
Arkansas "	....	1 50
Water-of-Ayr "	....	[illegible]
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "	....	24 00
" 200 lb. and over	....	28 00

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 9
Alabastine Co 31
Amatite Roofing Co 12
American Shearer Co 9
Armstrong Bros. Tool Co 9
Atkins, E. C., & Co 17
Atlas Mfg. Co 9

B

Baglan Bay Tin Plate Co 19
Banwell Hoxie Wire Fence Co 23
Barrett, W. U 10
Barnett, G. & H. Co., outside back cover
Wm. Bartlett 27
Barton Netting Co 10
Bell Telephone Co 26
Boker, H. & Co. ..outside front cover, 33
Bourque, W 18
Bowser, S. F., & Co., Limited 17
Brandram-Henderson, Limited 60
British American Assurance Co 26
Brantford Screw Co 72
Brantford Roofing Co. 15
Buffalo Mfg. Co 35

C

Cameron & Campbell 55
Canada Cycle & Motor Co 30
Canada Foundry Co 28
Canada Paint Co 62
Canada Wire Goods Mfg. Co 63
Canadian Bronze Powder Works 63
Canadian Cutlery Co 24
Canadian Fairbanks Co 8
Caverhill, Learmont & Co 7
Cavers Bros 33
Chicago Spring Butt Co 1
Clare Bros 31
Clauss Shear Co 67
Collins Mfg. Co 9
Congo Roofing Co 13
Consumers' Cordage Co 20
Crescent Wire & Iron Works 9

D

Davey & Co 9
Davidson, Thos., Mfg. Co 10
Dieckmann, Ferdinand 53
Directory of Manufacturers 9
Disston, Henry, & Son 16
Dods, P. D 64
Dominion Cartridge Co 36
Dominion Wire Mfg. Co 21
Dorken Bros. .....outside front cover
Dowswell Mfg. Co 1
Drummond-McCall 19

E

Eadie-Douglas Co 28
Enterprise Mfg. Co 53
Erie Specialty Co .....inside back cover

F

Fabien, C. P 64
Forsyth Mfg. Co 34
Frothingham & Workman 6

G

Galt Art Metal Co 14
Gibb, Alexander 33
Gilbertson, W., & Co 33
Greening, B., Wire Co 21
Gutta Percha & Rubber Mfg. Co ..... outside back cover

H

Hamilton Bridge Co 16
Hanover Portland Cement Co 9
Harris, J. W., Co 22
Heinisch, R., Sons Co 30
Hobbs Mfg. Co 11
Howland, H. S., Sons & Co 5
Humphrey Bicycle and Hdw. Co 19
Hutton, Jas., & Co 28
Hutton, Wm., & Sons, Ltd 19
Hyde, F. & Co 27

I

Imperial Varnish and Color Co 59
Independent Cordage Co 15

J

James & Reid 9
Jardine, A. B., & Co 19
Johnson's, Iver, Arms and Cycle Works 57

K

Kemp Mfg. Co 36
Kerr Engine Co ..... inside back cover

L

Lamplough, F. W 23
Leslie, A. C., & Co 57
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 14
London Foundry Co 24
London Rolling Mill Co 23
Lufkin Rule Co .....inside back cover
Lysaght, John .....outside front cover

Mc

McArthur, Alex., & Co 66
McCaskill, Dougall & Co 63
McDougall, R., Co 22
McGlashan-Clarke Co., Ltd 24
McGregor-Banwell Fence Co 23
McKinnon Dash & Metal Works 23

M

Mace, A. H 23
Manufacturers List Co 9
Maple City Mfg. Co 22
Maxwell, David & Sons 24
Martin-Senour Co 61
Metallic Roofing Co 57
Metal Stamping Co 30
Metal Shingle and Siding Co 14
Metropolitan Bank 26
Montreal Rolling Mills Co 57
Moore, Benjamin, & Co 61
Morrison, James, Brass Mfg. Co 25
Munderloh & Co 69

N

National Hardware Co 25
Nelson, H. W., & Co 34
Newman, W., & Sons 9
Nicholson File Co 71
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 19

O

Oakey, John, & Sons 19
Oneida Community ....inside back cover
Ontario Lantern & Lamp Co 34
Ontario Tack Co 19
Ontario Wind Engine and Pump Co 9
Orford Copper Co 19
Oshawa Steam & Gas Fittings Co 28
Otterville Mfg. Co 28
Owen Sound Wire Fence Co 22

P

Parker Wire Goods Co 9
Parmenter & Bullock Co 9
Paterson Mfg. Co 68
Penberthy Injector Co 25
Pearson, Geo D. & Co 9
Pease Foundry Co 53
Pelton, Godfrey S 63
Peterborough Lock Co 18
Pink, Thos 2
Plymouth Cordage Co 15

Q

Quibell Bros 11

R

Ramsay, A., & Son Co 63
Rapid Tool Co 15
Richardson, J. E 83
Robertson, James Co 27
Ross Rifle Co 72

S

Samuel, M. & L., Benjamin, & Co 2
Sanderson Harold Co 33
Seymour, Henry T., Shear Co 27
Sharratt & Newth 39
Sherwin-Williams Co 55
Simonds Mfg. Co 18
Smart, Jas, Mfg. Co 29
Stairs, Son & Morrow 77
Standard Paint and Varnish Works 63
Starr Mfg. Co 17
Steel Trough & Machine Co 9
Still, J. H., Mfg 14

T

Taylor-Forbes Co. .... outside front cover
Thompson, B. & S. H., Co ..... outside back cover
Time Saving Coupler Co 35
Toronto Plate Glass Importing Co. 10

U

United Factories 65
United States Steel Products Co 35

W

Walter, E. F., & Co 16
Want Ads 51
Western Wire & Nail Co 29
Western Assurance Co 26
White Mop Wringer Co 26
Whitman & Barnes 20
White Ehrhardt Co 19
Wilkinson, Heywood & Clark 64
Wood-Vallance & Co 4
Wright, E. T., & Co 29

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd , Toronto

Cans.
Acme Can Works, Montreal.
Kemp Mfg. Co , Toronto

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo ., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston. Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills. Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal.
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lyagnt, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
Imperial Cotton Duck
Scotia Ready Mixed Paints

GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

CARRIAGE BOLTS SPECIAL BOLTS

BRANTFORD SCREW CO., LIMITED

BRANTFORD, - - - - ONTARIO

The
BRILLIANT ILLUMINATION
of our Canadian cities owes much to

ONEIDA GALVANIZED CHAIN

the most effective and durable Arc Lamp Suspension in the world.

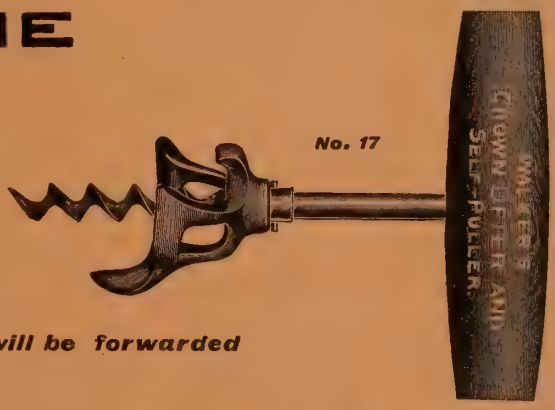
Heavily galvanized—therefore absolutely rust proof. Impervious to ice and sleet. Uniform in strength. Perfectly flexible. ***Will outwear cord, cable or rope many times over.***

MILLIONS OF FEET IN USE.

ONEIDA COMMUNITY, Ltd, Niagara Falls, Ont.

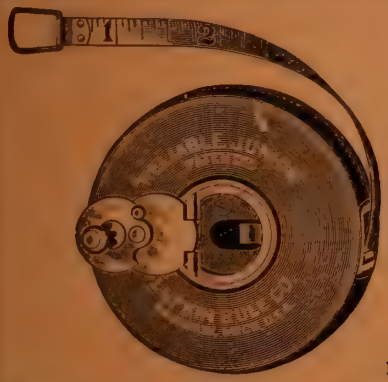
NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

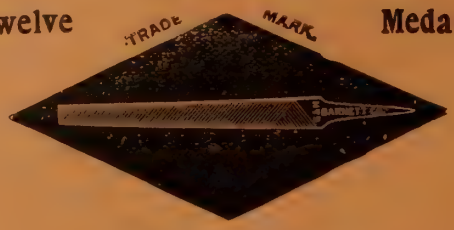
Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"APOLLO" GALVANIZED SHEETS

GALVANIZED CANADA PLATES

AMERICAN BESSEMER SHEETS

POLISHED STEEL SHEETS, Etc.

We can furnish Steel Sheets in many different qualities suitable for all purposes, and shall be glad to make quotations upon receipt of particulars of your requirements.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

DOMINION OF CANADA SALES AGENTS

UNITED STATES STEEL PRODUCTS EXPORT COMPANY

Sheet Steel and Tinplate Department

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville.

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal

Montreal Toronto Winnipeg

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, APRIL 4, 1908 NO. 14.

POCKET KNIVES

H. BOKER & Cos

IMPROVED

TREE BRAND

TRADE MARK

RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses

Every Inch

of the surface has the same coating. That means uniform wear.

CANADA

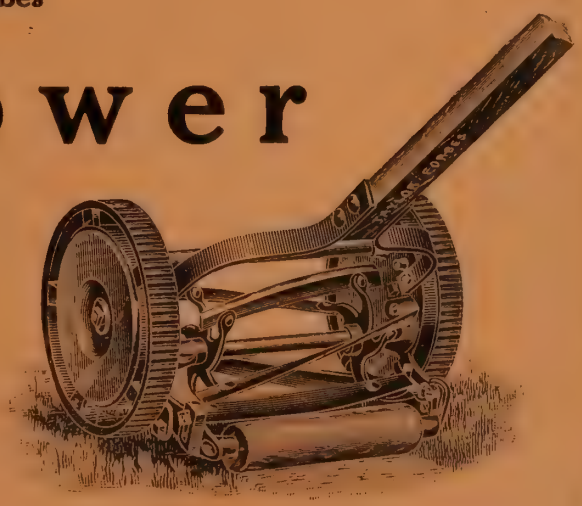
John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

You Have the Strongest of Backing

When You Sell a Taylor-Forbes

Lawn Mower



Long years of mower-making experience have taught us where to get the right material as well as how to make a satisfactory machine. We are the largest makers of lawn mowers in Canada, and our line is naturally the finest to be had.

Better get our superb new Catalogue!

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West ST. JOHN, N.B., H. G. Rogers, Agent

VICTORIA, B.C.—J. B. H. Rickaby

Don't Wait for Something to Turn Up. Try a "WANT AD."

The Only

"Electrically Welded"

Steel Wire Fence

The **Pittsburg Perfect Fence** is conceded to be far superior to any other fence on the market. It is a great **winner,** a great **seller** and has solved the problem of fencing poultry, horses, hogs and cattle with one style of fence.

Will **stand** ordinary as well as **hard usage.** Will not **sag** in summer nor **break** with the cold in winter.

It is made of the **best material** for fencing purposes. The stays will not **slip** nor can they be **moved** out of place.

Will **conform to the most uneven ground.**

No **slack wires** to spoil the appearance as well as the efficiency.

Does not **require** an expert to erect.

The **stay** wire is made as large as the **line** wire.

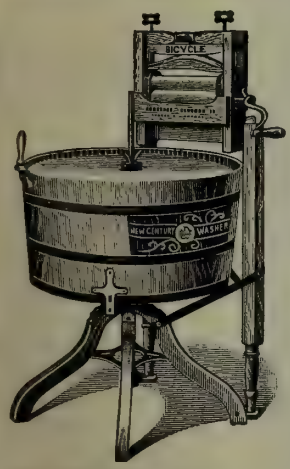
It is Low Priced

Agents for Ontario:

RICE LEWIS & SON, Ltd.

Toronto

Something You Ought to Be Selling



New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.
Hamilton, Ont.

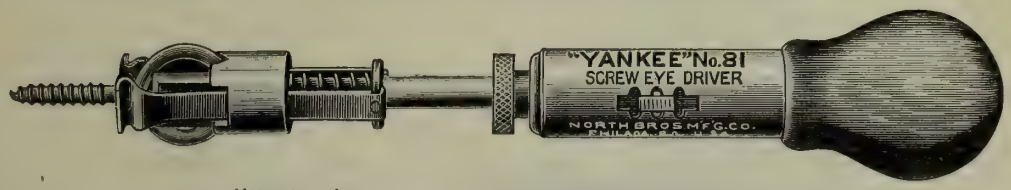
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

"YANKEE TOOLS"

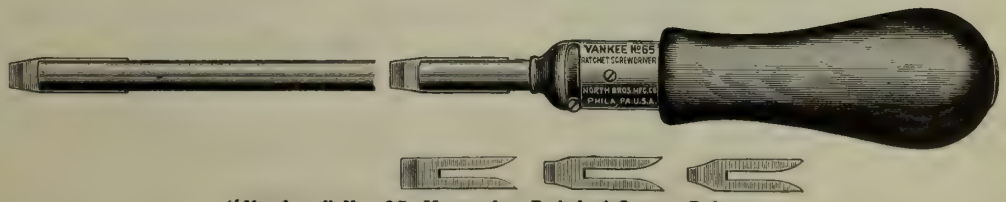
SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE

"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

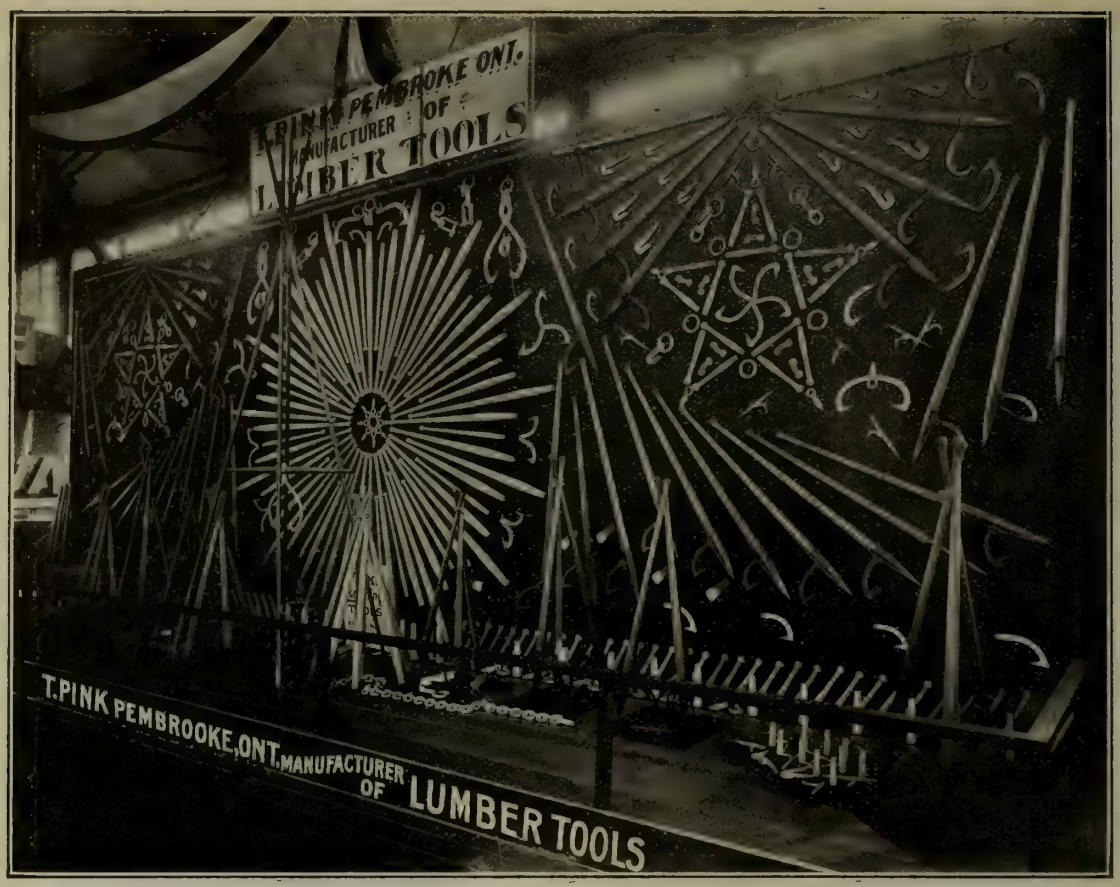


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Antimony, Copper, Lead,
Tin and Zinc.

Large Stocks. Close Prices.

M. & L. Samuel Benjamin & Co.

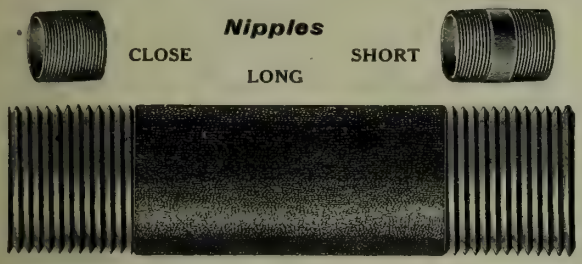
Toronto, Ontario **London, England**

PIPE, PIPE FITTINGS, VALVES

We always meet, and usually quote lower prices on the above lines than those made by exclusive plumbing houses.

Does it facilitate matters in buying hardware from one house and pipe and pipe-fittings from another when both can be included in one shipment? Send us your next order and do not mention prices, and we are satisfied that you will have nothing to complain of when the shipment is received both in the way of quality or prices.

We can ship any reasonable sized order the same day it is received.



Stop Cocks

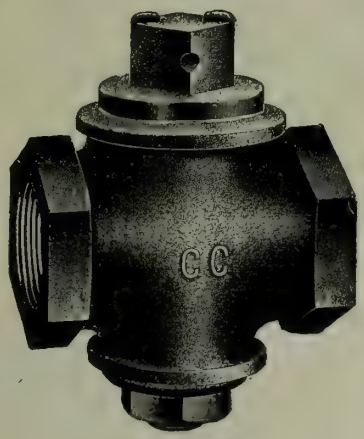
ELBOW

TEE

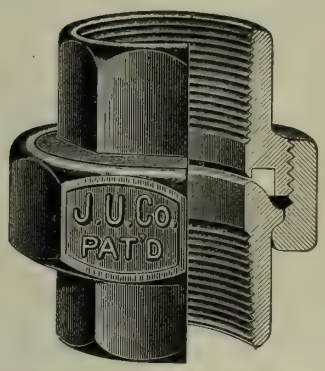
BUSHING

Union Coupling

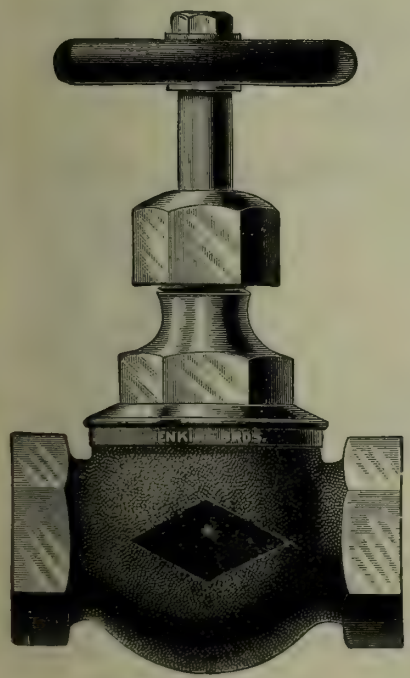
FLAT HEAD



SQUARE HEAD

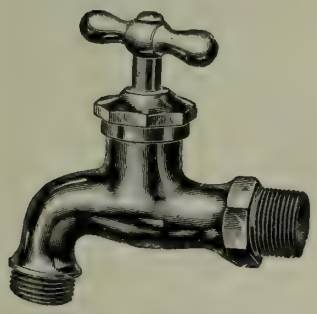


Jefferson Patent



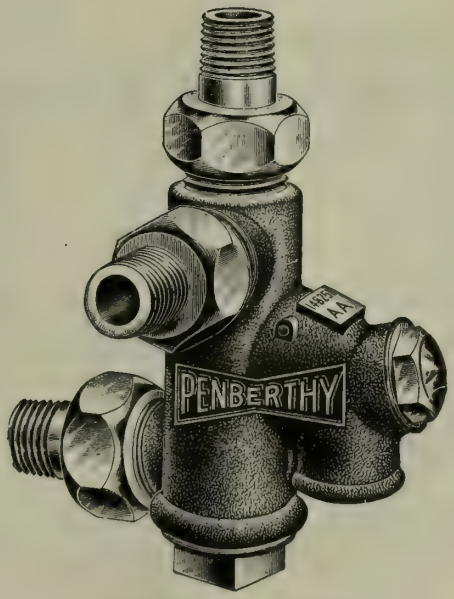
Brass Globe Valve

For Iron Pipe



For Lead Pipe

Compression Hose Bibs



Penberthy Injector

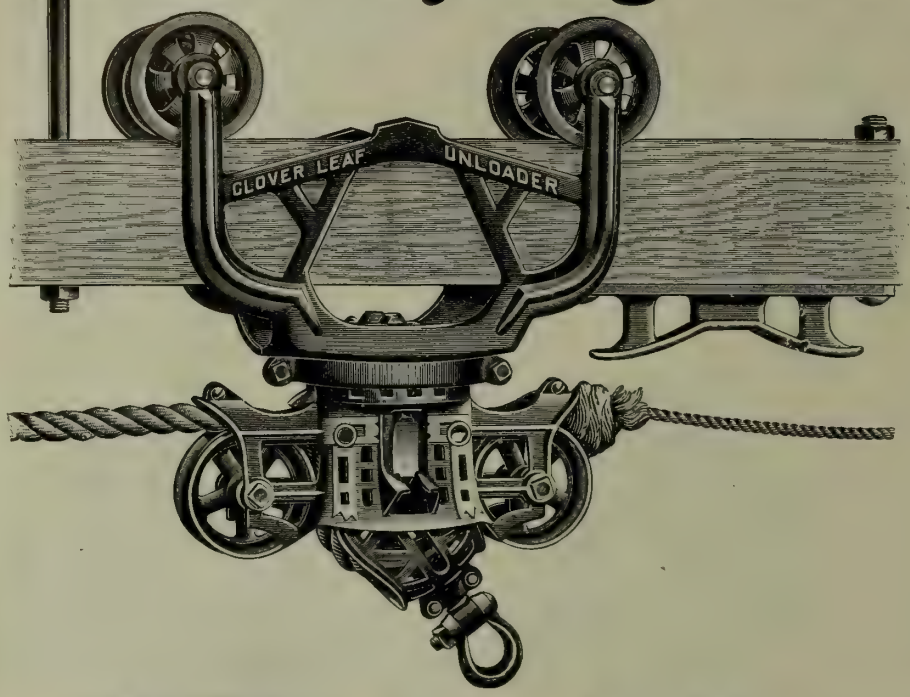
LEWIS BROS., LIMITED

TORONTO
OTTAWA

Address all correspondence to
MONTREAL

CALGARY
VANCOUVER

Haying Tools

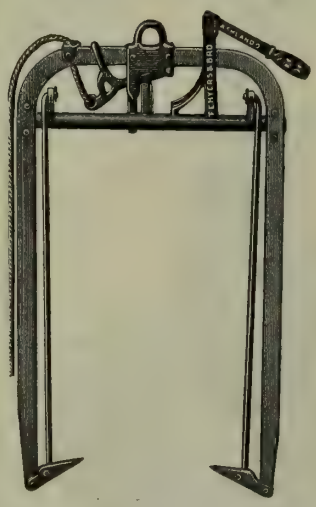


"MYERS" Clover Leaf Unloaders

For Wood or Steel Track

"MYERS" Lock Lever Forks, Pulleys,

Floor Hooks, Track Hooks,
Rafter Brackets, Steel Track,
and Bolts



The "Myers" haying tools are the standard.

We carry a full stock.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

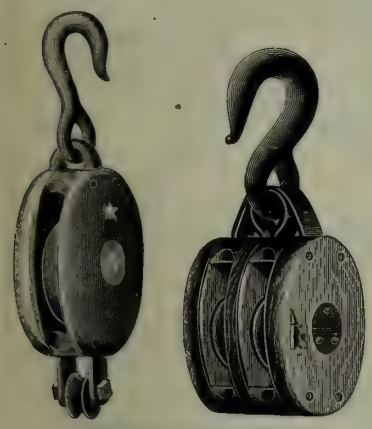
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

ROPE and BLOCKS



Wood Tackle Blocks
Single and Double Sheaves, size 3 inch to 10 inch.

Eddy's Steel Tackle Blocks
Single and Double Sheaves size of shell, 4 to 8 inches.

Hartz Steel Loading Block
with Stiff Swivel Hooks.

Hartz Steel Loading Blocks
with Grab Hook, Link and Swivel Eye.

Rope in Coils
Sisal
British Manilla
Pure Manilla.

Hartz Steel Tackle Blocks
with Beckets.
Single and Double Sheaves, size of shell 6 to 12 inch.

Hartz Steel Block
with Becket.
Triple Sheave, size of shell 6 to 12 inches

Hartz Steel Snatch Block
7, 8, 10 inch.

For fuller information see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

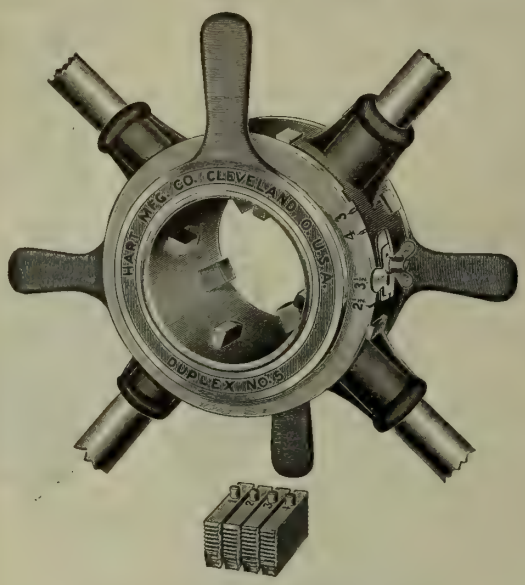
Opposite Union Station

Our Prices are Right

GRAHAM NAILS ARE THE BEST

We Ship Promptly

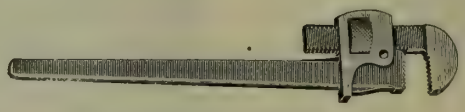
STEAMFITTERS' TOOLS



HART'S "DUPLEX" DIE STOCK, No. 5
Four Handle Pattern

RATCHET PATTERN

HART "DUPLEX" DIE STOCKS
For threading Steam, Gas and Water Pipes.



STILLSON WRENCH

TRIMO WRENCH

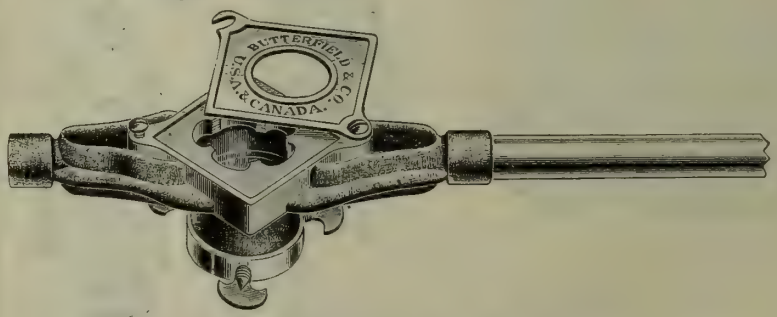
WESTCOTT PIPE WRENCH

Do not miss the sale of pipe fitting supplies by not having the proper kind in stock. This page illustrates a few of the many pipe tools shown in our general catalogue.

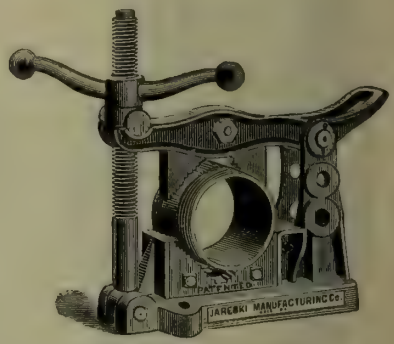
All the large manufactories and government waterworks will soon be repairing and laying new lines of pipes, etc., so have your stock complete.

BARNES PIPE CUTTER

VULCAN CHAIN PIPE WRENCH



BUTTERFIELD SOLID PIPE DIE PLATE



JARECKI PIPE VISE

For Prices Write Us Direct, or Ask Our Travellers to Quote.

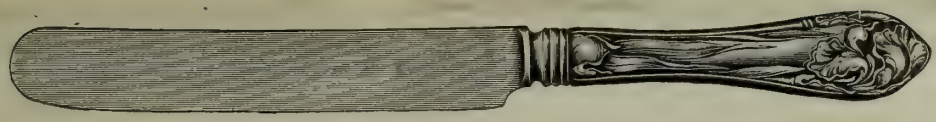
FROTHINGHAM & WORKMAN, Ltd.

F.&W.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

F.&W.



Community Silver

is heavier than ordinary silver plate; it is called "triple plus."

It is so good it looks like sterling.

The designs are the work of artists, executed by the most skilled workmen.

Note the beauty and individuality of the design illustrated. It is known as

"FLOWER de LUCE."

We can give you the agency in your town for **"Community Silver."** Write to us or ask our travellers about it.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA Holbrook Chambers.

QUEBEC. FRASERVILLE.

Eclipse Roofing

An excellent proposition for dealers
Put up in special ready-to-lay rolls

HIGHEST QUALITY

Write for prices
and samples

Pratt and Whitney Small Tools

Taps, Dies, Reamers, Cutters

MADE IN CANADA

Small Tools
and Supplies

The Canadian Fairbanks Co., Limited

MONTREAL

TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

—THE—
CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
THE MANUFACTURERS LIST CO.
Publishers,
P.O. Box 334 Toronto.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

FEED COOKERS

FEED COOKERS

A good line to handle. Write us for full particulars and prices.

The James Bros. Fdry. Co
Perth, Ont.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

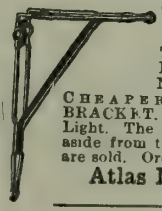
METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

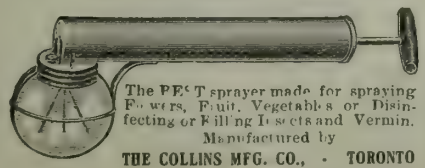
The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SPRAYERS.



The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin.
Manufactured by
THE COLLINS MFG. CO., - TORONTO

SIGNAL LAMPS

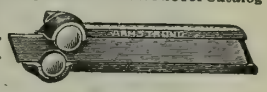
Davey's Patent Windproof Ship Signal Lamps
Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

TANKS.

GALVANIZED
No Rusting Leaking
Steel Tanks
AGENTS WANTED
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co. LIMITED
TWEED, ONT.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
146 N Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

Davidson's "Crown" Dinner Pail

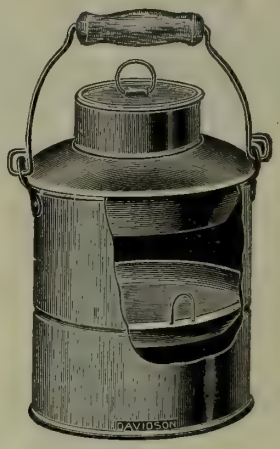
ROUND—WITH CUP, TEA FLASK AND PIE TRAY

"Holds a Real Comfortable Dinner"

Has Room for 4 cups of tea in flask.

A Convenient Feature is that the cup hole in the tea reservoir is made extra large, so that the hand can be easily inserted for thorough cleaning—and there are no sharp edges to damage the fingers while doing so.

Owing to the General Lay-out of the pail, it has a greater capacity for food and liquids than many others of much larger dimensions.



The Tea Flask beingon the top (instead of, as usual, at the bottom), does not affect the other food by making it soggy and unpalatable from the steam arising from the hot beverage.

The Pie Tray is held in position by swedge and holds its contents secure and entirely separate from any other portion of he dinner.

Number 300

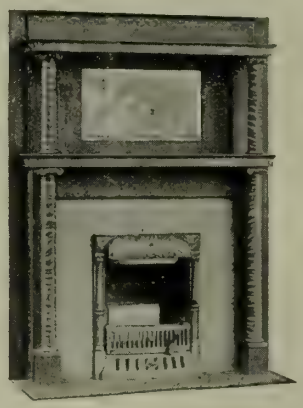
3 Quart—List Price, per Doz., $3.60

It's a Leader in Round Dinner Pails

Our Travellers Have Samples and They Are Selling Fast

THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL and WINNIPEG



Mantels and Grates

TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.

Sold by All Progressive Hardware Merchants. Send for prices

W. L. BARRETT, Mfr., Bristol, Conn., U.S.A.

BARRETT'S STANDARD GLASS CUTTERS

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

'ATLAS' Brand

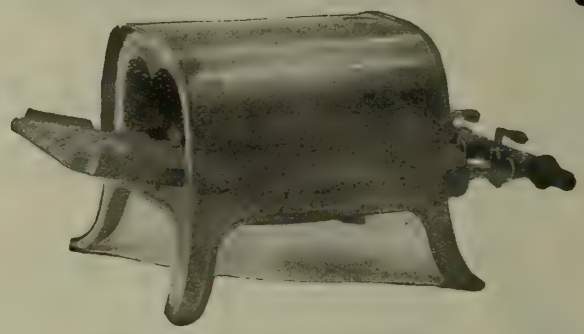
IS THE BEST IN THE MARKET

Scotch Glue

SOLE MANUFACTURERS:

QUIBELL BROTHERS, Limited, Newark-on-Trent, England

Jacobson's Gas Soldering Furnace



RELIABLE and ECONOMICAL

This is one of the most ECONOMICAL gas soldering furnaces manufactured. They are BRICK LINED and give an EXCELLENT heat. We make them with SINGLE and DOUBLE burner. The consumption of gas for the DOUBLE burner is only about 12 ft. per hour. Every tinsmith or manufacturer using soldering coppers should have one. The burners are made suitable for **Natural** or **Artificial** Gas. We also manufacture GASOLINE and CHARCOAL firepots.

THE BROWN, BOGGS CO., LIMITED

MANUFACTURERS OF

TINSMITH'S TOOLS, CANNING & EVAPORATING MACHINERY, PRESSES & DIES

HAMILTON, CANADA

THERE'S NO "PRICE CUTTING" WITH

Gillette Safety Razors

The retail price for triple plated holder and 12 blades in leather case, is $5 everywhere—in Canada as well as in the United States. The small dealer can stock Gillette Safety Razors without fear of the big houses underselling him.

The GILLETTE is the razor that's advertised. The Gillette Safety Razor Co. has placed a contract for large general advertising through the whole of Canada, and of course, you see the page advertisements running in principal American magazines, of which more than 200,000 circulate in this country.

Every store that sells goods to men, can handle the Gillette Safety Razor with profit. If your wholesaler cannot supply you, write us and we will give you the name of one who can.

Gillette Safety Razor Co.

OF CANADA, LIMITED

Canadian Office and Factory: 63 St. Alexander St., - - - MONTREAL

JUST LET THE WOMEN IN YOUR NEIGHBORHOOD KNOW,

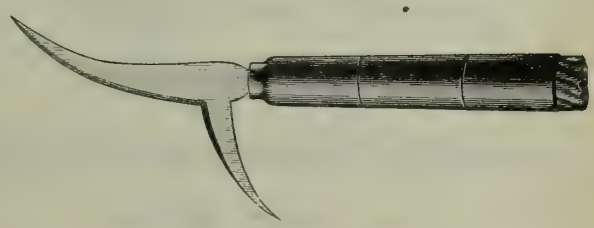
that you handle the ***"PURITAN" RE-ACTING WASHING MACHINE***—and you'll quickly see what a splendid seller it is. It is just what every woman wants. It frees her from the slavery of wash-day. It does away with the back-breaking rubbing. The washing for a good-sized family, is done in an hour. A child can operate the ***"PURITAN"*** it runs so easily.

The ***"PURITAN"*** knows no seasons, but sells all the year round. Stock it and see what a steady seller and money-maker it is for you. Write for prices to dealers.

David Maxwell & Sons, **ST. MARY'S, ONT.**

No Waste Circulation ***in HARDWARE AND METAL. Try the "want columns" and see.***

THE SOO LINE



is a new line of the

Most Improved, Lightest, Strongest and Best

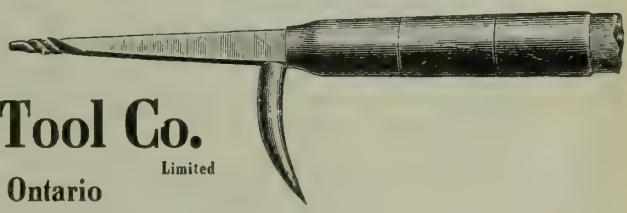
Lumbering Tools

(Made in Canada)

Write for catalogue and discounts

SOO PIKE POLES

with handles made of select second-growth white ash. Ferrules made in three pieces of polished seamless steel. Pikes made of high grade tool steel. Shanks threaded and screwed in tight. Lengths 10, 12, 13, 14, 16, 18 feet.



MANUFACTURED BY

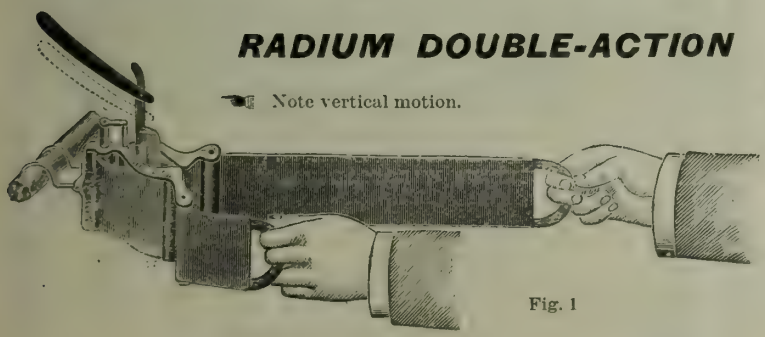
Canadian Logging Tool Co. Limited

THE SOO PEAVEY

Sault Ste. Marie, Ontario

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION ***STROPPING MACHINE***



Note vertical motion.

Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to toe movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

An Absolute Necessity

for the progressive hardware store is a thoroughly reliable line of tool handles. Our

EMPIRE, IMPERIAL AND PEERLESS

AXE HANDLES

are the kind **you** ought to handle. They are made of the cleanest and toughest hickory procurable and will stand an almost unlimited amount of hard usage.

Protect your customer and yourself by handling Still's handles.

Write for Price List and Discounts

J. H. Still Manufacturing Co. Limited

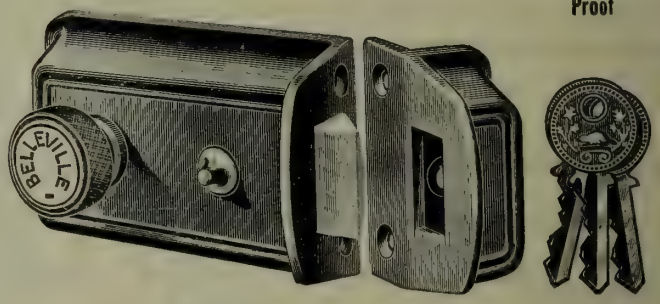
ST. THOMAS, ONTARIO

THE MAN WHO STOCKS

"Belleville" Builders' Hardware

GETS THE BULK OF THE BUILDERS' BUSINESS

A trial is the most **Convincing Proof**



ALL THE LEADING JOBBERS
can supply you with "Belleville" Hardware

The Belleville Hardware Co., Limited

BELLEVILLE, - ONTARIO

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited ST. JOHN, N.B. — J. A. Bernard QUEBEC — Clare & Brockest WINNIPEG

Ellis & Grogan CALGARY — Wm. N. O'Neill & Co. VANCOUVER

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO. LIMITED

GALT, - ONTARIO

Western Distributing Agents —
DUNN BROS., of Winnipeg, Man., and Regina, Sask.

"Brantford" "Roofing"

Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt, completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sells on sight. Samples free. Our prices are right.

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.

Brantford Roofing Co. Limited

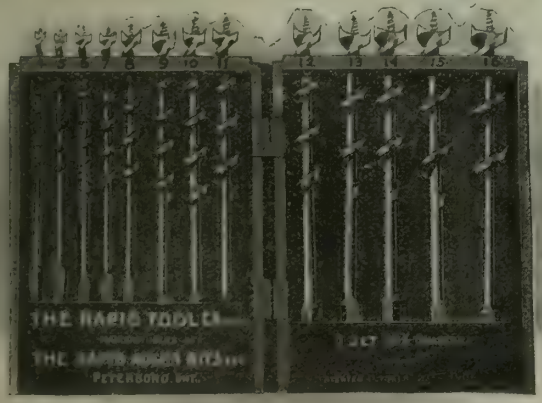
Brantford, Canada

Montreal Agent; Chas. A. Sullivan.
Winnipeg Agents; General Supply Co., of Canada, Limited.
British Columbia Agents; Fleck Bros., Limited, Vancouver, B.C.

This Handsome Case of

"RAPID" AUGER BITS

displayed in your window will rivet the attention of every skilled carpenter who passes by.



It will also rivet the attention of all lovers of good tools. The patent

"GUIDE" POINT

will attract them into your store.

Price List on Request.

The Rapid Tool Co., Limited

Peterborough, Ontario

Spear and Jackson Saws

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

DISSTON SAWS

are the **STANDARD** by which the merits of all others are **JUDGED**

A SAW to be superior in every respect must be made of High-Grade Steel of a particular texture, with a special temper to render the blade tough and elastic, permitting the bending of points of teeth in the operation of setting, at the same time be sufficiently hard to maintain the set and admit of a cutting-edge that can readily be sharpened but not easily dulled. The blade must be ground an even thickness on tooth-edge, properly tapered for clearance, and the teeth should be of such shape as to enter into and CUT—not tear—the wood.

These are the principles on which the DISSTON SAWS are built ! !

With over fifty-three years' experience making steel in our own works, producing a material peculiarly adapted for manufacturing saws, having the most skilled workmen ; the use of special machinery of our own invention, and with sixty-eight years' experience in the manufacturing of saws, during which time no efforts or expense have been spared to achieve and maintain the HIGHEST STANDARD of QUALITY and DESIGN, and we feel justified in claiming for Material, Workmanship, Utility and Durability DISSTON SAWS are UNEQUALLED.

HENRY DISSTON & SONS, Inc., Keystone Saw, Tool, Steel and File Works **Philadelphia, U.S.A.**

CANADIAN WORKS : 112 Adelaide St. East, TORONTO, CAN.

Steel Fishing Rods

Fly Casting Rods
Bait Casting Rods
Trolling Rods
Salt Water Rods
Muscalonge Rods
Tarpon Rods
Truck Rods

Is your line full ? There is a special "BRISTOL" Rod for each kind of fishing. Progressive dealers cultivate the trade of the man who takes pride in owning a dozen different rods as well as the trade of the man who uses one rod for all kinds of fishing. Is your line complete ? Better order quickly if it isn't.

The returns from our magazine advertising show that the season is now in full blast.

The Horton Mfg Co., Bristol, Conn., U.S.A.

R. N. SCOTT, Canadian Representative, 200 McGill St., Montreal, Que.

Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.

Home Office and Factory : INDIANAPOLIS, IND

MIC-MAC

STANDARD PATTERN

A SWIFT SKATE AND A SWIFT SELLER

This skate has proved itself a great favorite both in Canada and the United States. In design somewhat similar to the Featherweight Mic-Mac but without the web. Made in sizes only from 10 to 12 inches. Welded and tempered. List price varies with quality finish viz., $3.25 to $4.50 per pair. This skate is a seller.

STARR MANUFACTURING CO., LIMITED, DARTMOUTH, N.S. CANADA.
TORONTO BRANCH, 126 WELLINGTON STREET.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and prices to-day.

We Will Quote You a Close Price

on STRUCTURAL STEEL work. GET BUSY! Look around some, and find out if there are any proposals going around for new buildings or alterations where STRUCTURAL STEEL can be used. We will assist you in every possible way to close business by supplying you with all the information you require, and will deliver the right goods, at the right place, in the right time. This is a proposition well worth your while spending a little time among local builders and architects. The time is NOW.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

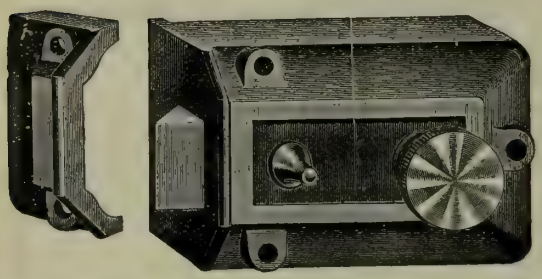
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

TO USERS OF ANTI-FRICTION METALS !

Do you not want the very best and most reliable Anti-Friction Metals ?

WE can supply you !

We hold in stock for immediate delivery large stocks of the best BRITISH MADE Anti-Friction Metals known, well approved and used the world over.

ATLAS METAL, - - -	"W. E. Watson's Brand"
ATLAS METAL, - - - -	"T. T." Quality, (Tin Toughened.)
BABBITT METAL, - - -	"W. E. Watson's Brand"

YOU cannot do better, either in price or quality, if you deal with us.

We recommend DEALERS to write us.

If **THEY** will do their best to sell our Metals, we will give them most favorable terms for re-sale.

All orders and enquiries will receive prompt and courteous attention from

THE CANADIAN FAIRBANKS CO., LIMITED

Montreal Toronto St. John Winnipeg Calgary Vancouver

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

TINPLATES

All made out of the
BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"ONE MINUTE" WASHER

Easiest operating washer made.

DEALERS

Write us to-day for the exclusive agency as we only sell to one dealer in each city or town.

WHITE, EHRHARDT & CO.
124 Logan Avenue
TORONTO - ONTARIO

BICYCLE SUNDRIES

Write to Humphrey Bicycle and Hardware Company for Catalogue and Wholesale Price List. Everything for the Bicycle.

RIDE HUMPHREY TIRES
they are guaranteed.

364-366 Queen Street West
TORONTO ONT.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

Auto Spray

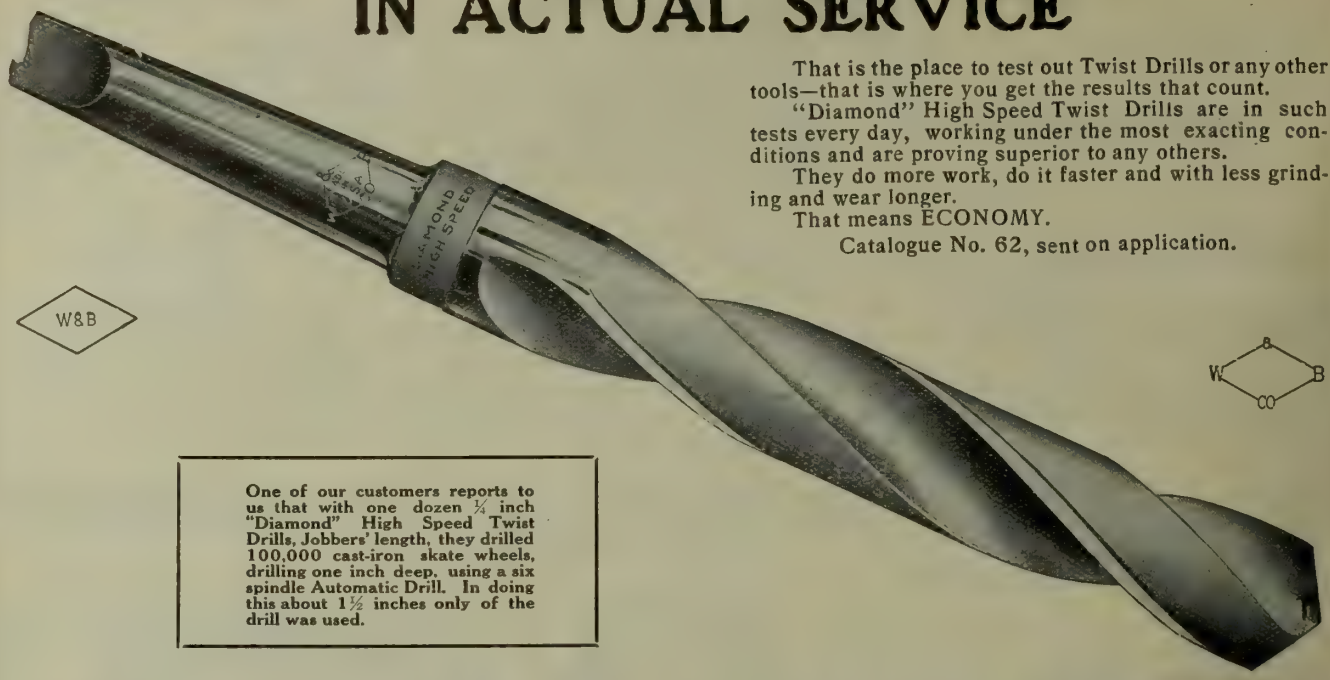
Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

IN ACTUAL SERVICE



That is the place to test out Twist Drills or any other tools—that is where you get the results that count.

"Diamond" High Speed Twist Drills are in such tests every day, working under the most exacting conditions and are proving superior to any others.

They do more work, do it faster and with less grinding and wear longer.

That means ECONOMY.

Catalogue No. 62, sent on application.

W&B

One of our customers reports to us that with one dozen ¼ inch "Diamond" High Speed Twist Drills, Jobbers' length, they drilled 100,000 cast-iron skate wheels, drilling one inch deep, using a six spindle Automatic Drill. In doing this about 1½ inches only of the drill was used.

THE WHITMAN & BARNES MFG. CO.

CANADIAN FACTORY AND SALES OFFICE

ST. CATHARINES, - - - - ONTARIO

WALK LAID ROPE

Is the most serviceable, as it stands the greatest breaking strain.

The preference for Walk Laid Cordage over Machine Make is again emphasized by the United States Government awarding a large tender for same.

The only Rope Walks in Canada belong to

CONSUMERS CORDAGE COMPANY LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of ROPE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.

MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

PLYMOUTH [CORDAGE] COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

IT'S THE SMALL

THINGS THAT COUNT

There is no single article that the Hardwareman sells that he is likely to make a fortune out of.

He certainly will not grow rich selling only ***Kitchen Hooks*** but every merchant that stocks this

Particular Hook for a **Particular Purpose**

and takes the trouble to show them, will find that they are not only good sellers but good money makers.

ASK FOR SAMPLES

Include a few gross in your next order and be convinced

Mistakes, Oh, Yes! We make them but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting,

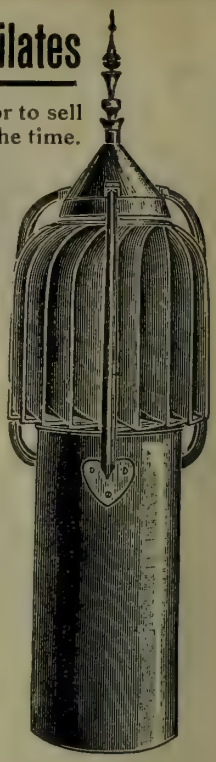
McDOUGALL PUMPS

which are Standard Pumps and you will prevent that repetition of mistake.

OUR CATALOGUE EXPLAINS.

The R. McDOUGALL CO.
Galt, Canada LIMITED

A Ventilator That Ventilates



It is important in selling a Ventilator to sell one that keeps in order, that works all the time.

AEOLIAN VENTILATORS are so skilfully constructed and so nicely balanced that they are driven not only by the slightest current of air, but by the difference of temperature within and outside the building.

We allow dealers a liberal profit.

Testimony

Montreal, June 7th, 1901
Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

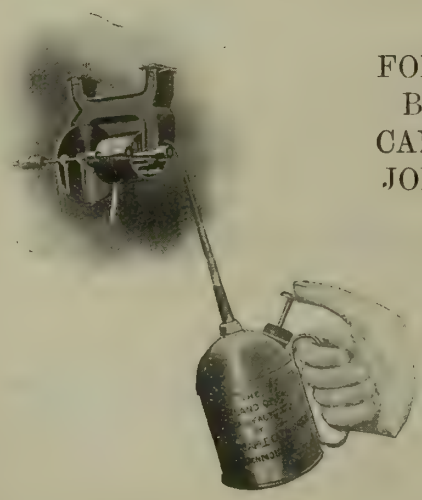
F. D. MONK

Write for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited
General Contractors and Manufacturers
MONTREAL

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois

The "DILLON"

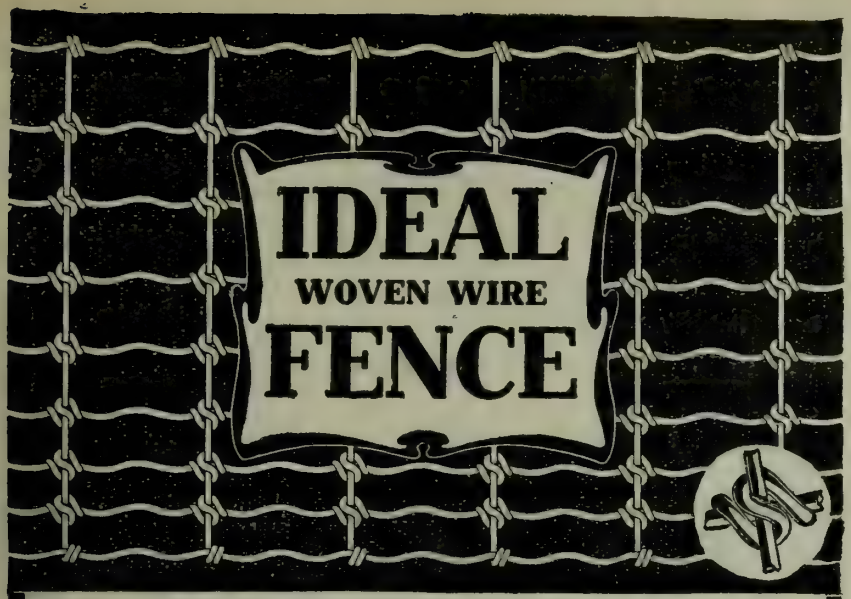
Hinge-Stay Field Fence

is the only fence on the market having a **hinged stay.** This method of construction prevents all possibility of sagging.

WRITE FOR MORE PARTICULARS.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver



Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
The Ideal Fence Co., Ltd., Dept. O, Winnipeg, Man.

BAR IRON

which leaves nothing to be desired as to quality is the only bar iron worth your while selling. That is LONDON BAR IRON. It is chemically perfect and properly rolled. Your customers will appreciate your business sagacity if you sell them only LONDON BAR IRON. Let us have a trial order, anyway.

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

HAMMOCK INSURANCE

CAN BE PROCURED BY USING

McKinnon Hammock Chains

They are practically INDESTRUCTIBLE, will outwear any hammock. ROPE is never safe and will only last ONE SEASON.

Hammocks can be adjusted quickly, and taken in at night, without trouble.

YOU TAKE NO CHANCES OF FALLS OR BROKEN BONES with these chains.

1 SET

36 INCH

Indestructible

Hammock Chains

Price 25c. Set

The dealer makes a good profit by selling this line.

ALSO OUR

ELECTRIC WELDED

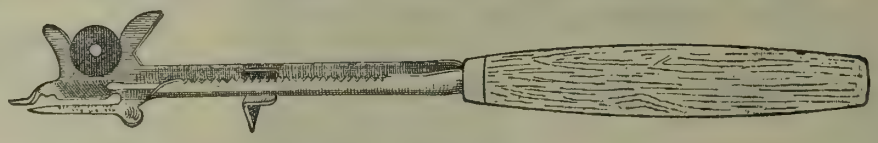
COW TIES

McKINNON

Dash & Metal Works Co.

ST. CATHARINES, ONT.

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

OWNED AND MANUFACTURED BY

THE CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.

Besides Being Attractive

plated ware, cutlery, etc., must have sound wearing qualities or else your reputation will suffer. Our goods combine high-grade wearing qualities with pleasing appearance.

THE McGLASHAN, CLARKE COMPANY, LIMITED,

NIAGARA FALLS, CANADA

AGENTS: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que.
N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

Wheelbarrows

All kinds and sizes. The cut reproduced here is just of one of the many, but the kind every contractor should use. The substantial, satisfactory, steel tray Contractor's Barrow.

The London Foundry Co.

LONDON, CAN.

DANA Peerless Freezer

The standard freezer of quality

Compare workmanship, castings, tinning with any other freezer. Ask any woman if it isn't easier to make ice cream in a Dana Peerless —if it doesn't take less time, less ice. Best advertised freezer.

Ask your jobber

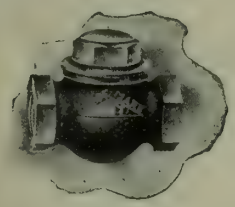
THE DANA MFG. CO., Cincinnati, O.; 21 Murray St., N. Y.

MORRISON

TRADE MARK J.M.T. A GUARANTEE OF QUALITY

J.M.T. BRASS GOODS

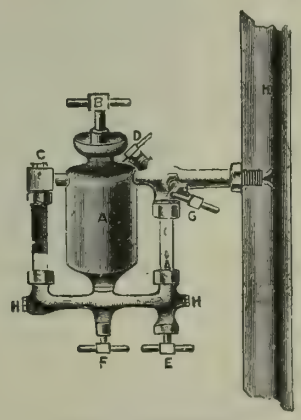
FOR STEAM AND WATER
ARE FULLY GUARANTEED



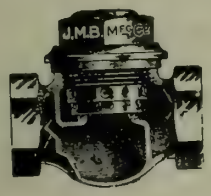
J.M.T. Check Valves
Are high grade.

J.M.T. Globe Valve
Adapted for all uses furnished with composition disc or copper disc.

J.M.T. Injector
Where a simple, efficient and durable boiler feeder is required, the J.M.T. meets these requirements.



J.M.T. Lubricator
Single connection, made with single or double sight feed glass.



J.M.T. Cushion-disc Check Valve
A slow closing valve effectually prolonging its life in actual service.

The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide St. West

TORONTO

TORONTO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

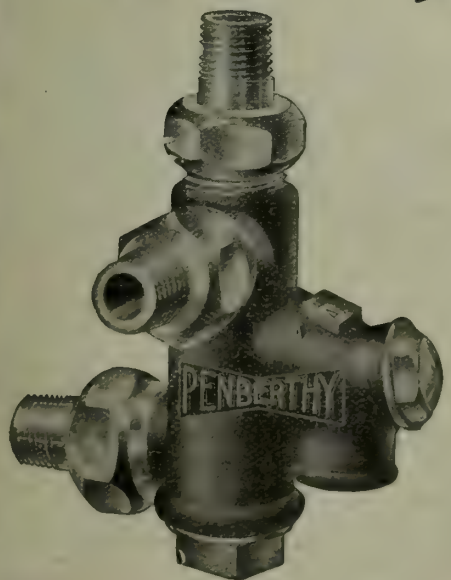
"THEY ALWAYS WORK"

TRADE PENBERTHY MARK.

Do You Supply the Cheese Factories With Penberthy Injectors, Ejectors, Lubricators, etc.?

Why Not?

Fitting-out Will Soon Commence.



WORK LOW 20 to 22 lbs. on 3 foot lift.
WORK HIGH 165 to 170 lbs. on 3 foot lift.
LIFT WATER 20 to 24 feet on 60 to 80 lbs.

Send us the names of the factory owners.

We will help you get the business.

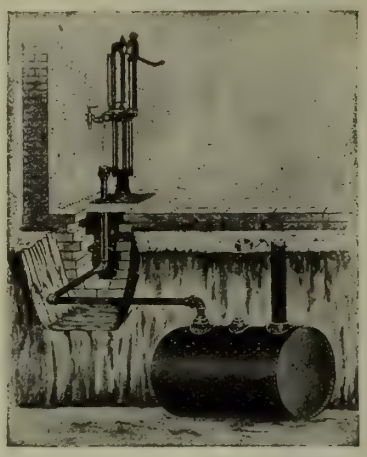
LIFTS 22 to 25 feet. ELEVATES 50 to 75 feet.
HANDLES whey, milk, water and other liquids.
Specially recommended for chees factories, creameries, etc.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Statistics show that 50 per cent. of those who handle gasolene suffer by it at some time.

It is a fact that gasolene stored in a Bowser tank has never caused a fire or explosion.

The moral is plain—you are running a great risk if you handle gasolene without a Bowser.



Cut 42—Long Distance Outfit for Gasolene

So send for Bulletin 205, which describes and illustrates the different Bowser styles. It will pay you to read it.

S. F. Bowser & Co.

LIMITED

66-68 Fraser Ave. - - - - Toronto

Easy to Lay

The first ready roofings, made some thirty years ago, lasted a very short time.

Then manufacturers improved the goods and smooth surfaced roofings of various kinds were developed that would endure fairly well *if the top surface was given a coat of heavy waterproof paint every two years.*

Now comes Amatite—with a mineral surface which requires no painting and which will last longer *without painting* than the other kind did *with constant painting.*

The top surface, being mineral, is unaffected by weather or climate. It really protects.

The waterproofing material in Amatite is pitch—*the best resistant to water known.* Water will in time dissolve or disintegrate almost anything, but it is powerless against pitch.

Roofings of twice the price often do not protect as well because they are not waterproofed with pitch.

Amatite is easy to lay—any one can do the work. We furnish you free nails and liquid cement for laps.

Investigate the cost of Amatite in your locality. You will be astonished at its low price.

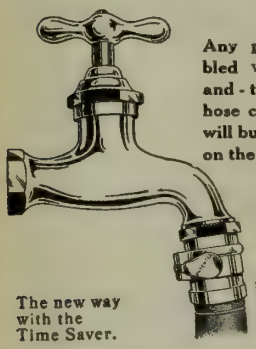
Samples and Illustrated Booklet FREE on request to nearest office.

The Paterson Manufacturing Co., Ltd.

Canadian Agents

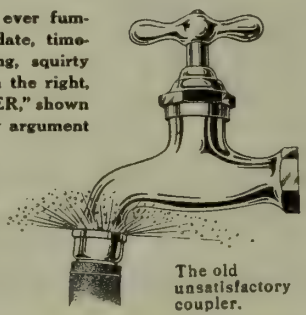
Toronto Montreal Winnipeg St. John Halifax

See the Difference?



The new way with the Time Saver.

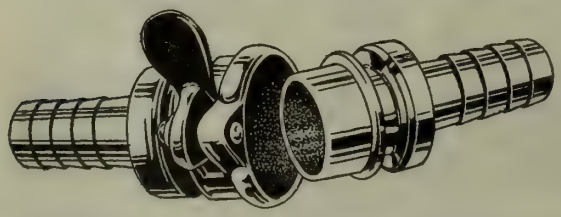
Any person who has ever fumbled with the out-of-date, time-and-temper destroying, squirty hose coupler shown on the right, will buy a "TIME SAVER," shown on the left, without any argument whatever. Especially when you tell him the rice is no higher! That's w hy



The old unsatisfactory coupler.

The Time-Saver Hose Coupler

Has Come To Stay



See the Principle? Put one section permanently on the tap, the other on the hose. To connect—just insert hose in tap and press lever with thumb, and you have made a water tight connection. Five years of successful test is behind the "Time-Saver."

Made in all standard sizes, and may be had from your jobber or direct.

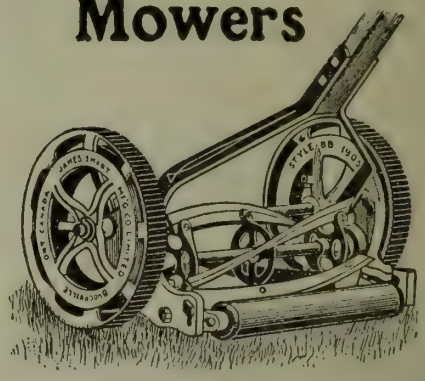
LOOK FOR THE TIME SAVER ON ALL COUPLERS

The TIME SAVING COUPLER CO., Ltd.

166 BAY STREET, TORONTO

TRADE MARK

Brockville Lawn Mowers



Now in their **30th Season** and still as always **The Standard** for **Easy Running, Perfect Working, Durability** and **Handsome Appearance.**

Send your orders and inquiries to

The James Smart Mfg. Co.

LIMITED

Brockville, Ont.
or Winnipeg, Man.

If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell "embarrassment," he would probably land you.

The best time to put your claims before a consumer is when his mind is already interested in the subject.

—Curtis Publishing Company

THE strength of the technical or trade paper lies in just that timeliness and assured interest. The reader is a reader simply and solely because his bread-and-butter interests are involved in the particular subjects of which a given paper treats, and because he knows that practically all the matter in that publication will apply directly to, or have a bearing upon, the subjects on which he must have the latest authoritative word in order to compete successfully for business.

And in no other class of publications are the advertisements so essentially a part of the text—so necessary to completeness of the information furnished.

To the progressive manufacturer, the technical or trade paper has become an important part of his business machinery—a machine for impressing his name and that of his product on the minds of prospective customers, for keeping in close, constant touch with old customers, for removing prejudice unfavorable to his product, for creating interest and molding favorable opinion—a machine whose finished product is a desire to buy, as expressed in an inquiry; a mind prepared to receive and assimilate the salesman's arguments or an order.

Are you using the modern machinery for marketing ?

Are you buying and using it with the same care as you buy and use the machinery whose profits are so dependent upon its intelligent selection and use ?

—Selling Magazine.

Ford's Auger Bit is an all-around Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only a line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT COMPANY, 108 Cabot Street, Holyoke, Mass., U.S.A.

Wall Socket
No. 35006

—MERIT—
MAKES THEM FAMOUS

Hubbell Electric Specialties

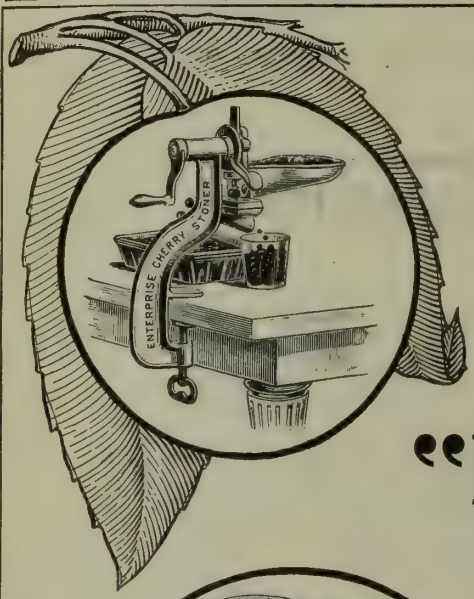
—The Best Ever!—

ALL STYLES TO SUIT ALL PURPOSES.
Give us a chance to tell you more about them.

The R. E. T. PRINGLE CO., Limited

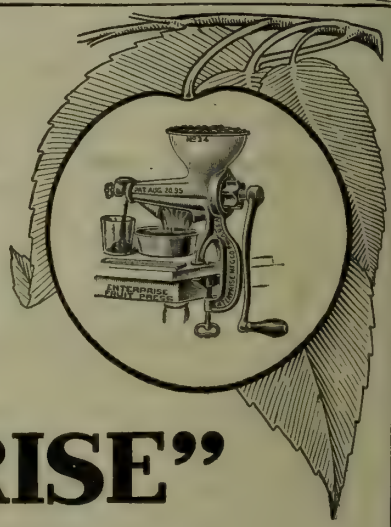
MONTREAL, QUE. WINNIPEG, MAN.

Attachment Plug
No. 5426



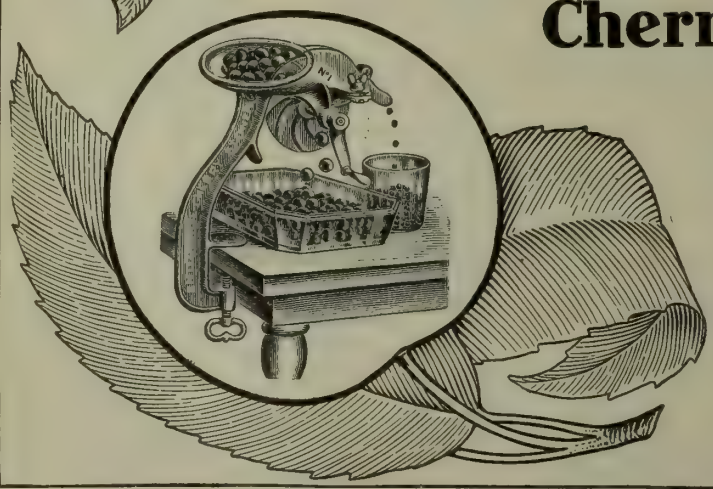
When "Cherries are Ripe"

and women are busy at their preserving kettles, you'll gain their approval—a good thing—and their trade—better still—if you can supply them promptly with an



"ENTERPRISE"

Cherry Stoner



Cherry season is short. Wise dealers have the **"Enterprise" Cherry Stoner** on their shelves in time. When a woman has her cherries ready for stoning she won't wait 'till you order it. She won't wait, either, for an **"Enterprise" Fruit Press.** When she wants it she wants it quick! She will go somewhere else if you haven't it. *Stir up the jobber.* Write to-day for our latest catalog.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.
21 Murray St., New York 438 Market St., San Francisco

If You Have Ever Had to Exchange Grates

in a range in which the bars are built in a frame and slide out on rails, and it has taken you hours instead of minutes just because the frame was warped, you are in a position to appreciate the

PEERLESS PENINSULAR

arrangement. Here there is no grate frame to burn out, no rails to warp. The bars are removed singly through the front door, and the whole operation does not take more than thirty seconds. No matter how long the range has been in operation the exchange is just as easy as the day it was built.

Our Catalogue will tell you all about it.

CLARE BROS. & CO., Limited
Preston and Winnipeg

LOOKING AT THE OUTLOOK

We have finished looking backward and it is now time to look ahead and plan for the next campaign.

Do you give **special attention** to furnace work?

Do you **advertise** that fact?

Does **everybody** in your locality know that your furnace work can be relied on?

Do you endeavor to keep **every** furnace customer satisfied?

Do you look after complaints, and carefully instruct furnace users?

Do you inspect every job after your men report it finished?

THESE METHODS always constitute a SUCCESSFUL CAMPAIGN.

Exclusive agencies given where not already represented.

Our Catalogue and prices will help you.

BUTTERWORTH & CO.
Limited
OTTAWA - ONT.

LACKAWANNA
A Very Powerful and Economical Furnace.
Made in 5 sizes, diameter of firepot 18½ in., 23 in., 26 in. and 30 inch.

Catalogue Notes

Have you received your copy of **Catalogue No. 70,** Enamel and other Kitchen Wares ?

Catalogue No. 71, Summer Cooking Specialties ?

"Samson" Milk Can Trimmings Catalogue ?

If not, write our nearest Branch for copies.

Spring Hints

Let us know your requirements for Spring Trade.

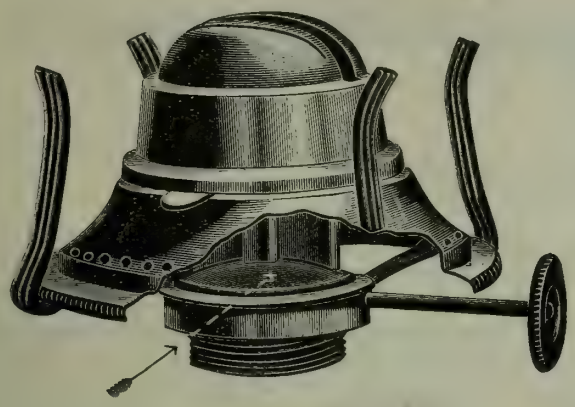
Remember, we can supply you with **Tinners' Trimmings, Milk Can Trimmings, Sap Spiles and Pails** (all styles,) **Eavetrough and Conductor Pipe, Conductor Elbows, Oil Stoves and Refrigerators, Ice Cream Freezers,** Etc.

McCLARY'S

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER
ST. JOHN N.B., HAMILTON, CALGARY

BANNER LAMP BURNERS

Fully guaranteed



The screw part or base of our burner is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire.

Orders solicited through the jobbing trade.

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

TRADE MARK KEYSTONE BRAND. REGISTERED

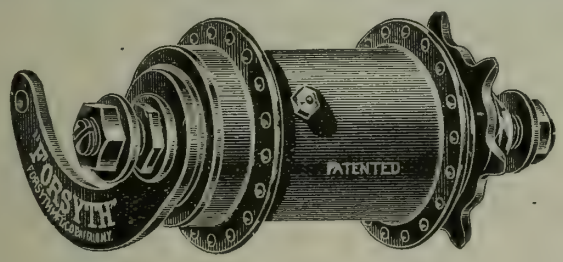
BROOMS

Dealers are always satisfied when they receive a shipment of **Keystone Brand Brooms,** because nothing but sound corn is used in their manufacture, and they are strongly built by the best of mechanics on maple handles manufactured by us from lumber sawn in our own mill.

Stevens-Hepner Company
LIMITED

PORT ELGIN, ONT.

A Perfect Coaster Brake



The simplicity of construction makes it so.

The ordinary rider can readily take it apart.

Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

Let's mail you facts showing just where you get your money.

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving
and
Insulating Purposes

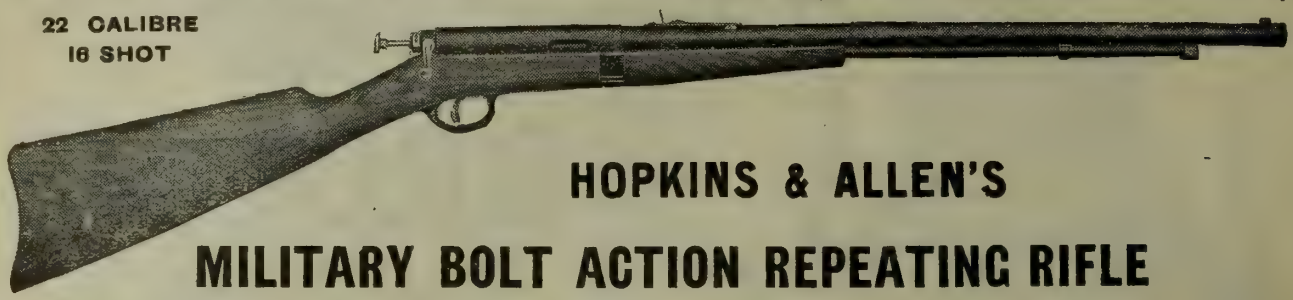
Apply to

Lucien F. Ambard & Son,

Port-of-Spain, Trinidad, B.W.I.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.

Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthies part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WOODSIDE BOARDING HOUSE

(Corner of Main and Lamaha Streets, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms Excellent Cuisine, Attendance Qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manager, E Cottam.

WINTER RESORT—Queen's Park Hotel

PORT OF SPAIN, TRINIDAD, B.W.I.

John McEwen, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. James K. Paisley, Prop

DOMINION HOUSE

W. H. Durham, Proprietor. RENFREW, ONTARIO
The most popular Hotel in the Ottawa Valley.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Nov. 1. Closes in May.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

A Photograph of a Bartlett

AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

8-oz. can

We Make It!

The BEST Air Drying Iron Enamel Made. Try a 1-doz. Case from Your Jobber.

Nickel Plate Stove Polish Co.
CHICAGO

Damp Cellars

In almost every city in Canada the above condition exists. By using Esco Waterproofing this trouble can be done away with. It is also just as valuable for new work. Agents Wanted.

Eadie-Douglas Company,
P.O. Box 438. Montreal

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS

Twice as quick as any other machine with half the ice.

NO DIRT
NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,
746 Notre Dame St. West, - MONTREAL

You will never have any trouble with the plumber but will get and hold his trade if you specialize on

"Diamond" Brand Fittings

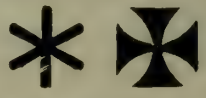
Absolutely perfect in material, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



James Hutton & Company
Montreal
Sole Agents for Canada.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

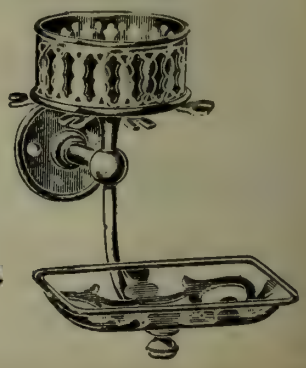
K
NIAGARA

This Mark stands for
QUALITY
and
FINISH

Write for new catalog to the

KINZINGER MFG. CO.
Buttrey Ave.,
Niagara Falls, Ont.

BATH ROOM FIXTURES
THAT WILL NOT RUST



Don't Be Found Guilty of Selling "Counterfeit" Wall Coatings on the Reputation of

ALABASTINE

The gigantic sale of Alabastine has led to many "counterfeit" preparations being placed on the market. These "counterfeits" do not sell on their real merits. They are represented "Just as good" as Alabastine. Depend upon the reputation of Alabastine to sell them.

Alabastine is a hygienic cement, made from gypsum rock. The "counterfeits" are mixtures of whiting, glue, etc.

Alabastine has more real merits than all the "counterfeits" combined.

Our ***Superb Catalogue, "Homes, Healthful and Beautiful,"*** explains all about the decorative, sanitary, durable, and easily applied features of Alabastine. If you are not completely posted on Alabastine you should read a copy. ***Glad to mail it Free.***

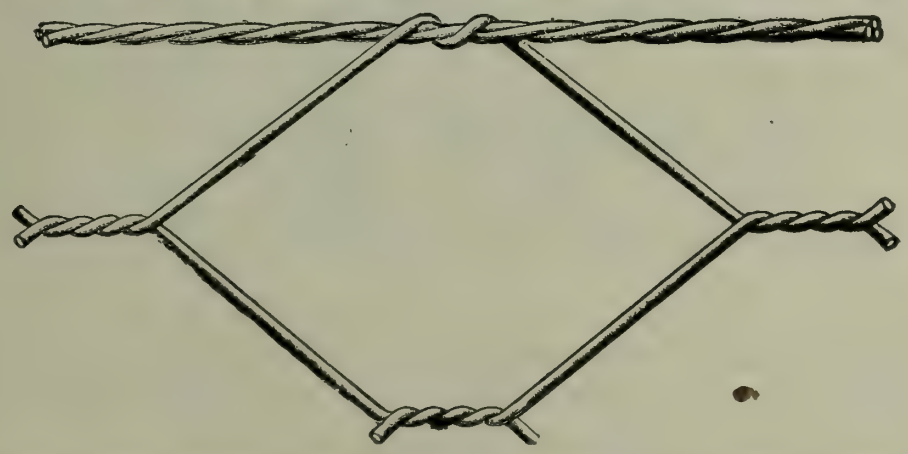
With every shipment of Alabastine we include copies of this catalogue for presentation to your customers. Also handsome Counter show cards, cloth banners, tint cards and advertising literature.

Alabastine will surely be found in every progressive hardware dealers' store this spring. It would never do to be "found guilty" of trying to sell slow-moving "counterfeits." Steer clear of the "dead" ones.

Order Alabastine direct or through your nearest jobber.

The Alabastine Co., Limited, - Paris, Ont.

GALVANIZED NETTING



Two-inch mesh No. 16 wire, selvage top and bottom. All widths in stock, from 12-inch to 96-inch. This is suitable for Lawn Fencing, Baseball, Tennis and Football stops or anywhere a cheap, light fencing stronger than Standard Poultry Netting is required.

All widths of Standard Poultry Netting in stock.

PROMPT SHIPMENTS

THE B. GREENING WIRE CO., Limited

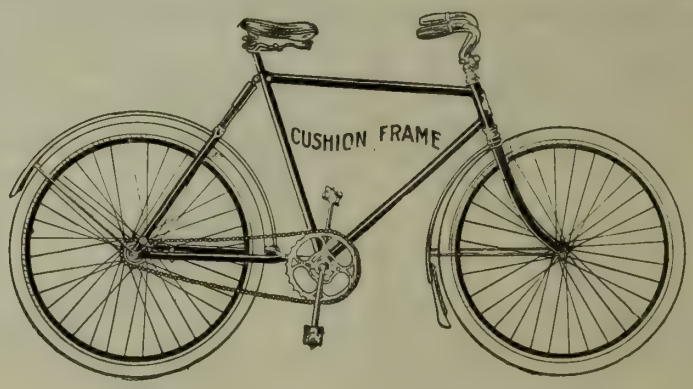
HAMILTON, ONT. ***MONTREAL, QUE.***

The Wheel Again

¶ It is many moons since we last advertised Bicycles in "Hardware and Metal," in fact, several years have passed up since our general Bicycle advertising could in any way compare with the forceful, sale-compelling campaign that we have just inaugurated.

¶ The Bicycle is here to stay—a pretty broad statement, that, but a fact nevertheless. We are in touch with the markets of the world and reports to hand thoroughly demonstrate a genuine revival in wheeldom that in size is away beyond the average imagination. This is no prophecy, no idle speculation—simply a cold, hard fact.

¶ By years of experience—by ceaseless concentration, we have succeeded in founding a business of sound character and repute. A million-dollar plant, covering 5½ acres and employing 600 people, is our guarantee—quality is our paramount consideration.



¶ Here are the wheels to create early sales; their unique design, finish and equipment attract attention to your window display—they produce enquiries—they bring business: Massey Silver Ribbon, Cleveland, Perfect, Brantford, Blue Flyer, Imperial and Rambler Bicycles.

WRITE FOR DESCRIPTIVE LITERATURE TO THE

Canada Cycle and Motor Company, Limited
Toronto Junction, Canada

Makers of
THE WORLD'S BEST BICYCLES

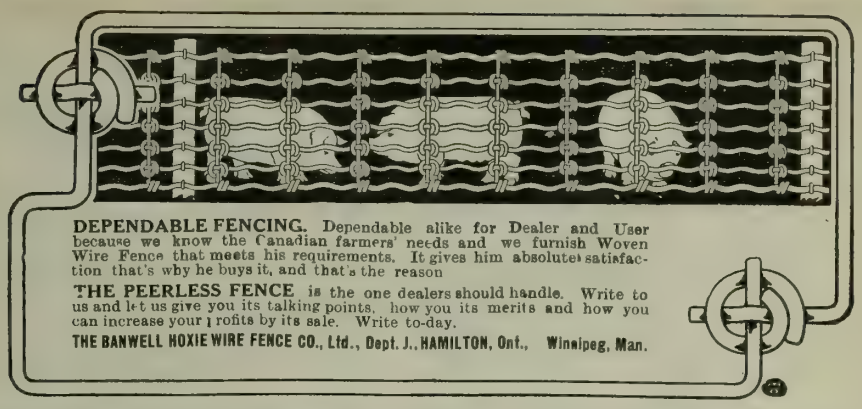
Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers



DEPENDABLE FENCING. Dependable alike for Dealer and User because we know the Canadian farmers' needs and we furnish Woven Wire Fence that meets his requirements. It gives him absolute satisfaction that's why he buys it, and that's the reason

THE PEERLESS FENCE is the one dealers should handle. Write to us and let us give you its talking points, how you its merits and how you can increase your profits by its sale. Write to-day.

THE BANWELL HOXIE WIRE FENCE CO., Ltd., Dept. J., HAMILTON, Ont., Winnipeg, Man.

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*

WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Letters

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

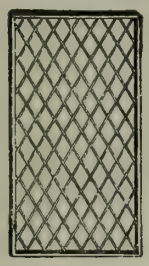
Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.

INCANDESCENT

LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

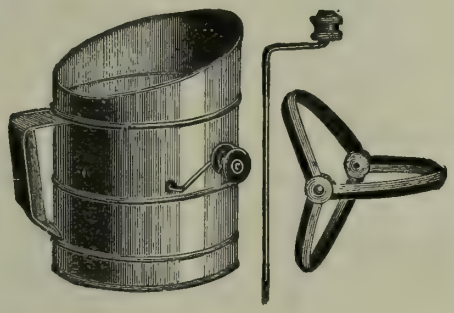
ADDRESS

ST. ARNAUD FRERES

Cor. St. Sulpice and Commissioners Sts.

Montreal, P.Q.

Victor Sifter



Ask your dealer for the genuine Victor Sifter. Don't accept any cheap ***imitation.*** Every Sifter embossed "Victor" on front.

E. T. WRIGHT & CO., - Hamilton

Sole Manufacturers

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

GETTING HOLIDAY BUSINESS,
SPECIAL SALES,
EXPOSITIONS,
SOUVENIRS,
PACKAGE SALES,
MONEY MAKING IDEAS,
CONTESTS,
SENSATIONAL ADVERTISING.

Do you want to know 333 WAYS OF GETTING TRADE? We will send you "Sales Plans" postpaid on receipt of $2.50.

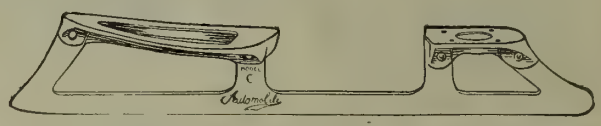
282 PAGES. BOUND IN CLOTH.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department, 10 FRONT ST. E., TORONTO

Look Pleasant!

¶ Nothing makes a Hardware man look more pleased than increased profits - here's the medium :—



Automobile Skates and Cycle Skates

¶ Consider these peerless and exclusive selling points : Blades of concave tapered nickel steel—we use nickel steel because of the greater tensile strength and toughness; Tops of aluminum alloy; Weight ounces less than any other hockey or pleasure skate now on the market ; Absolute guarantee against breakage ; Superb design and finish. Write for descriptive literature and full range of prices.

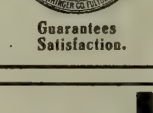
CANADA CYCLE & MOTOR CO., Limited

TORONTO JUNCTION, CANADA

Toronto Winnipeg Vancouver Melbourne

The White Mop Wringer

This Trade Mark



Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

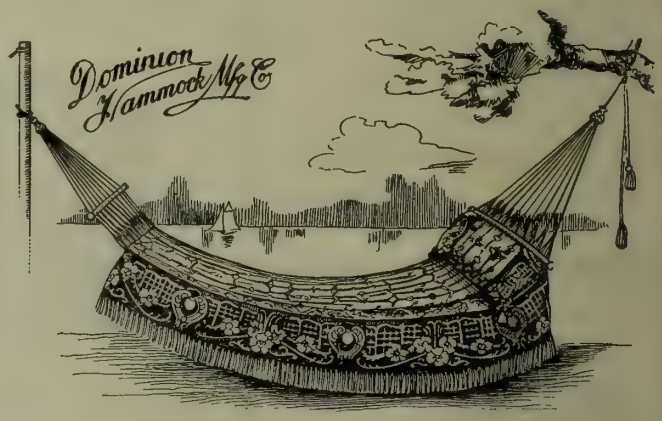
Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York



Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

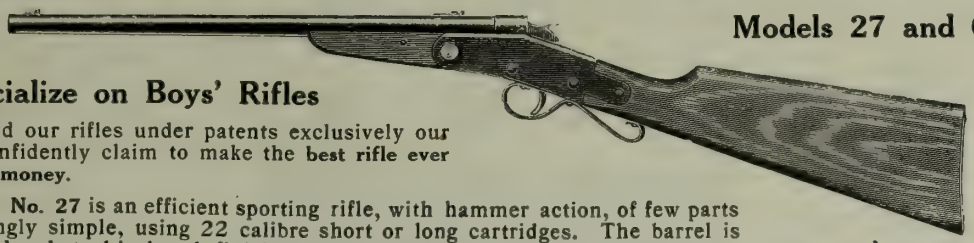
DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $1.50 and $1.75

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $1.50.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $1.75.**

Other models are Nos. 15 at $1.50, 19 at $2.00 and 23 at $3.00, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

GILBERTSON'S

COMET

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales

ALEX. GIBB 13 St. John St., Montreal, Agent

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Incandescent Petroleum Gas Light

Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

Connections with first-class firms in this branch wanted everywhere.

Write for Prospectus.

A. WILLANDER,
STOCKHOLM, SWEDEN

You Don't Need to Argue

when you are selling

Opalite Refrigerators

Every opalite refrigerator is itself the most convincing argument in its favor. The clean, glossy, milk-white walls, the handsomely finished woodwork appeal to the taste of refined women and men alike instantaneously. Besides, it saves ice, time and labor.

Better send for our Catalogue

SANDERSON-HAROLD CO., LIMITED,
PARIS, - - ONT.

Screen Doors and Refrigerators.

ESTABLISHED 1840

We would like to give you one of these broom display racks.

Send us your order for 10 dozen brooms, including not less than two dozen "Pansy" and we will send one of the above illustrated broom display stands FREE.

The balance of the order may be made up from any of our other lines, we have exceptionally good values to retail at 35 and 30 cents, and don't overlook the fact that our 25 cent special is the best value offered anywhere—but the main idea is to get you handling

"PANSY" BROOMS

after that we are content to let quality talk.

H. W. Nelson & Co., Limited

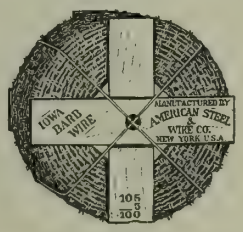
Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

Factory:
15, 17, 19, 21 Jarvis St.

FENCE WIRE

It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB  WIRE

Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

SPECIFY CLEVELAND WIRE

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.

The **Buffalo Manufacturing Co.**

Buffalo, N.Y.

When you get our goods you know you get THE BEST

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High-Grade and exceedingly presentable.

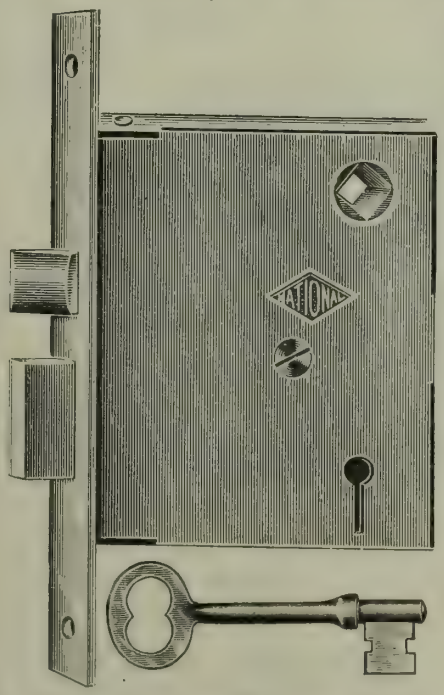
Represented by

H F. McINTOSH & CO.
51 Yonge Street
TORONTO, - ONT.

Write for Catalogue

BUILDERS HARDWARE

Our line is up-to-date in Pressed Steel goods, Lock Sets in Cast Bronze and all stamped lines.



This cut shows our specially thin and small

MORTISE LOCK

Particularly adapted for light, thin doors, having all the strength of a much heavier lock.

Your Jobber Has Our Goods Ask Him

National Hardware Co., Ltd.

Orillia, Ontario, Canada.

OUR CAPACITY DOUBLED!

Our new building, 500 feet deep, has doubled our capacity.
Additional machinery—the finest mechanical construction has not only increased but improved our output.

Sportsmen and Riflemen throughout Canada have declared for Dominion Ammunition.

Results are more satisfactory—there is a greater effectiveness, and a more absolute certainty in using

DOMINION AMMUNITION

THAN in using any other.

It is cheaper too—price for price imported Cartridges do not compare with Crown, Imperial or Sovereign shells—and in metallics the difference is even more in our favor. The saving of a large duty is a very important factor, and it is not only the customer who gets the benefit.

Why not standardize your stock and sell only "Dominion Ammunition?

We can sell you a load to fit every modern fire-arm, rifle, pisto or shot gun. Our goods give best possible satisfaction. Why then lock up hundreds of dollars in sundry lines of doubtful saleability?

Our sales-manager will gladly expla'n—write us.

Dominion Cartridge Company, Ltd.
MONTREAL

SEAMLESS STEEL DRIP PANS

No.	6	7	8	9
Size	9 x 13½ x 2 in.	9¾ x 15 x 2½ in.	11 x 16 x 2½ in.	12 x 16¾ x 2½ in.
Per Doz.	2.40	2.95	3.30	3.60
Case Lots	3 Doz.	3 Doz.	3 Doz.	3 Doz.

SAD IRON HEATER

Flat Bottomed and has side handles

Used on Gas, Oil or Wood Stoves or Coal Ranges

No.	44
Inches	10 x 2
Per Dozen,	4.30

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Matters of Mutual Interest

Complimentary references to the Annual Spring Number of Hardware and Metal, issued on March 21, have been received from so many readers that the reproduction of a few selected ones may be of interest to readers. From Eastern Canada and United States readers they have chiefly come so far, but the Atlantic and Pacific coast hardwaremen will be heard from in due time, no doubt. The consensus of opinion, judging from correspondence received and from personal statements made to members of Hardware and Metal staff, calling on the trade, seem to be that the Special Number is the best yet issued from this office. And, comparing it with the efforts made in previous years, there does not seem room for doubt on this point.

In 1906 a decided change for the better was made in placing all advertising to the front and back, and this year another decided improvement will be noticed in the typographical appearance of both reading and advertising pages, the large sums spent during 1907 on improving the plant, buying new type, etc., making this improvement possible. The advertising pages contain the announcements of every line manufacturing and jobbing concern doing business with the retail hardware trade, and it is safe to say that there will be few readers of the paper who will not keep the Special Number on file throughout the year. As a guide to buyers, the retail trade can hardly find anything more valuable than a copy of the March 21 issue.

* * *

The reading pages have been specially commended as a valuable compilation of articles of benefit to those engaged in each branch of work—in the jobbing house or factory, on the road or behind the counter, managing the store or handling the finances, establishing a new business or reconstructing an old store, dressing the window or working in the tinshop.

The articles on the cash system of doing business in particular are probably the best contributions on this most important subject yet published in any trade paper. There is a steady movement towards the cash system amongst successful hardwaremen, and Hardware and Metal desires to aid those who tackle the problem by providing the most up-to-date information on the subject. Since the Special Number was published two Ontario hardwaremen have notified the Editor of their intention to sell for cash only. If merchants who have adopted, or intend to adopt, the cash system, will consult the Editor of Hardware and Metal, the paper can be made, even more than it now is—and what it aims to be—a clearing house of ideas on subjects pertaining to the hardware trade.

OPINIONS OF READERS.

From E. C. Atkins & Co., Inc., Indianapolis, Ind.: "The writer wishes to congratulate you over your very beautiful issue of March 21. I am free to say that this is one of the hardsomest trade paper editions I have ever seen. The composition and typography is excellent, and you certainly deserve great credit for having issued it. We have no doubt in the world but what it will prove of great benefit to you, as it certainly should."

* * *

From the Forsyth Manufacturing Company, Buffalo, N.Y.: "We are in receipt of your Annual Spring Number, and have taken the time to go through it very carefully. The writer feels that the time devoted to reading this number has been well spent, and he is very favorably impressed with the matter contained therein.

"We are entirely satisfied with our advertisement, as it appears in the Annual Spring Number, and if we do not obtain good results from the same we certainly do not think it will be your fault. Your Annual 1908 Spring Number impresses us as having unusual merit, and we congratulate you on this issue, which impresses us as being the best trade paper which we have yet seen this year."

* * *

From the Chown Hardware Company, Belleville: "Your Special Spring Number of Hardware and Metal, just to hand, and I have looked over it carefully, and I am pleased to tell you that in my opinion it surpasses all your former efforts, and it is without a doubt the finest edition you have ever issued. I note that you have added a number of special pages, and that they are full of interest, and are all worth reading and re-reading.

"I am sure the hardware trade will appreciate your efforts in furnishing them with such a high-class magazine. Thanking you for information and help the magazine has been to me."

From Ralph B. Baker, Hamilton, Ont.: "What happened last week's Hardware and Metal? I received no copy. How do you expect any hardwareman to sleep well without Hardware and Metal. Kindly let me hear from you that my rest may be improved."

* * *

From the Galt Art Metal Co., Galt, Ont.: "We have received our copy of the Annual Spring number of Hardware and Metal, and in our opinion it is a very creditable issue. We are well pleased with the appearance of our full page advertisement, and think that the entire issue is well gotten up in every particular."

* * *

From The James Smart Mfg. Co., Brockville. "We have received your Annual Spring number in good condition. This is a very handsome number and we are quite satisfied with our advertisement in it."

* * *

From The Rolla L. Crain Co., Ottawa: "We have received your Annual Spring number, and feel like congratulating yon on its excellent appearance. It is, to our mind, one of the best gotten up trade journals that we have seen for some time."

* * *

From James D. Smith, Baysville, Ont.: "I am delighted with the Spring Number."

* * *

From the Sporting Goods Dealer, St. Louis, Mo.: "We congratulate you on your March 21 issue, which is, indeed, a most commendable one."

THE "SPECIAL" COVER.

Much interest has been shown in the special cover design on the Annual Spring Number. It was drawn by F. H. Brigden, O.S.A., specially for Hardware and Metal, from a personal sketch of a new process of molding in use at the Canada Foundry, Toronto.

Some requests have been received for extra copies of the cover, and a limited number have been printed on heavy calendered paper for framing. Readers who desire copies for hanging in their offices or stores can, therefore, secure one of the special prints by sending ten cents to cover the cost of tube, postage, etc. Mounted in a plain dark stained frame the cover makes a very attractive wall decoration.

PASS A GOOD THING ALONG.

How many retailers grasp their opportunity and realize their responsibility to their employes, by passing each week their copy of Hardware and Metal to each clerk so that he can receive instruction and benefit by reading its pages? Many do, but others seem afraid to let their clerks know too much. The merchant who succeeds is the one who develops loyal employes—educates them.

An interesting incident illustrating this point is the recent organization of the Collingwood Hardware, Limited, to take over the retail business of Whites, Limited, Collingwood. A couple of years ago eight clerks employed in White's store clubbed together and forwarded 8 subscriptions for Hardware and Metal. To-day some of those clerks are now owners of the Collingwood, Limited, while others hold responsible positions in White's Limited, jobbing business. Reading Hardware and Metal weekly undoubtedly helped them to develop their abilities and grasp their opportunities—at least W. J. A. Lytle, the organizer of the subscribers' club, gives the paper some credit.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

MERCHANTS OPPOSE CO-OPERATIVE BILL.

The Toronto branch of the Retail Merchants' Association held an enthusiastic meeting in Broadway Hall on Wednesday evening, April 1st, with a view to taking steps to prevent the passing in the Senate of the Co-operative Bill, which was railroaded through the House of Commons in such an unwarranted manner a couple of weeks ago.

A deputation of twenty-four from the association went to Ottawa from Toronto on Thursday night. There they were joined by a similar deputation from Montreal and by representatives from Ottawa to see the Premier at noon Friday.

It is understood the Provincial Legislature has also taken steps to oppose the bill on the ground that it will tend to seriously injure the provincial revenues and representatives of the Provincial Government will be present to lend their influence.

GET YOUR EDITOR INTERESTED

Frank Taylor, Carleton Place, has forwarded a copy of the Canadian, of that place, from which the accompanying clipping is made. One week the local editor reproduced the poem, "Spend Your Dollars at Home," and the next week he followed the matter up with an original article from material no doubt supplied by Mr. Taylor. Hardwaremen in other towns will do well to see their local editors and induce them to publish similar articles, one on this page this week, entitled, "Mail Order vs. Home Trade," being well suited for this purpose. The article from the Carleton Place paper is as follows :

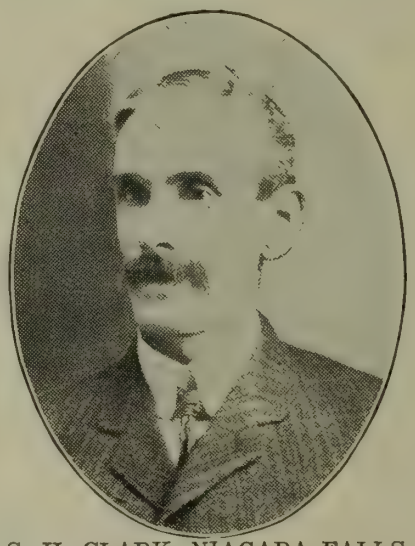
Rally Round Carleton Place.

"Spend Your Dollars at Home" was a poetic protest in our last issue against the sending away to outside places of the cash that should circulate at home. It is all done, these thousands flung into Toronto coffers, under a serious misapprehension ; or it may also be the effect of mesmeric advertisements. Far-away fields seem always to be in rose bloom, and so it is that the departmental stores in Toronto have a fascination for many people who take their allurements for granted.

An actual comparison of goods and prices shows that there is nothing to be gained in Toronto. The same article, the same price, are available here. There is nothing in the argument of buying in bulk. If there were, big buying is offset by the imposition of percentages to meet the heavier expenses in the cities. We can name a town where a gentleman took a city catalogue and compared its prices with those of its merchants. He published the results of his investigations in the local papers and the effect was to kill the orders which for years had been whirled out of that town and wasting its energies.

Cash that goes out never returns. Its earning powers are gone. It enriches others—it impoverishes us. Suppose all did what the few deem wise, and every dollar every man earned were sent to Toronto—there would not be a business man left, and finally not a church, not a school, not a factory, and the Toronto-grower would die himself so far as Carleton Place is concerned. Every dollar spent at home contains home nutrition. It comes back again and again into the same hands.

It is estimated that $20,000 goes to Toronto from this town yearly for goods that could be purchased here of the same quality and at less prices. If



S. H. CLARK, NIAGARA FALLS.

An Active Member of the Ontario Association.

that vast sum were spent here it would be of as great value as several industries for which we would gladly give handsome bonuses. Besides, the economic phases of the question, would not the citizen who sends his money away feel much happier if he were truly loyal to his town ? Every one has his sense, his conscience, his inner metre that registers to a shade his emotions of right and wrong, and he can tell by self-scrutiny whether he ought to do this thing or not. Spend your dollars at home.

MAIL ORDER VS. HOME TRADE

Shall it be with your home merchant, or shall you send to some distant city for your supply ? The country is now being flooded with catalogues and advertisements of business concerns who apparently offer great inducements for cash from the consumers to buy their supplies of all kinds from them. All they ask is for you to send them the cash and they will sell you the goods, out of sight and unseen, at apparently very low prices. Suppose you stop and consider a moment whether you gain anything by buying of these distant firms, if you are inclined at all to do so.

If you buy from catalogue houses you pay in advance ; you buy the goods without seeing them ; your money is sent far from home ; you cart the goods from the depot ; you find that redress is not practical for unsatisfactory goods ; you have difficulty with the railroad company if the goods are damaged in transportation ; you pay freight or express charges extra ; you pay a price that is only apparently low.

If you buy of your local dealer you may receive credit ; you make actual comparisons and select from a variety of styles and sizes ; your money stays at home to help build up your own community ; you can have the goods delivered to your home ; the articles are easily exchanged if not satisfactory ; you will receive them in good condition; you have no freight or express charges to pay ; you get the best quality of goods at the right prices.

EXECUTIVE COMMITTEE MEETING

Arrangements are being made for the quarterly meeting of the executive committee of the Ontario Association. The meeting will be held in Toronto or Guelph during the coming month and members having any matters to bring to the attention of the officers should forward particulars at once.

JUMP IN.

Did you ever stand around the big pool of cold water in a Y.M.C.A. bathroom and see how the average fellow hesitates before jumping in ?

"Is it cold to-night ?" Five out of six men will ask that question, although the water is known to be kept at a certain temperature.

It takes courage to jump into cold water, but the best way is to jump right in. It is twice as hard if you put down your foot to feel how cold the water is and then hesitate a while longer. Jump right in and the unpleasantness is over in a second.

The "jump in" idea is a good one to apply generally. When you have something hard or unpleasant to do, set your teeth, if necessary, but go right in and do it. Don't hesitate and hem and haw. You are only making the job more difficult.

Too many hardwaremen in Ontario are hesitating to "jump in" and enjoy swimming with the two hundred odd retail hardwaremen who have "taken the plunge" into retail association work. Don't wait for the water to get warm. Don't pick your way tenderly over the thistle patch. Jump in. The water's already warm. The association is a success, but it can be made a bigger one if the "hesitaters" help.

Amongst the Salesmen

PERSEVERE AND WIN.

Employers want men who combine with ambition and material talents, honesty and capacity for hard work. Honesty means something more than financial reliability. It is the quality which makes a man work without watching the clock, or being afraid that he will give his employer more value than he is being paid for. The honest employe brings to his work the best effort of which he is capable and begrudges nothing where the interests of his employers are at stake. A young man was recently applying to a well-known employer for a position. He was in the midst of a rather glowing description of his qualifications for the place, when the employer interrupted him with: "Never mind about all this. There is just one thing I want to know. Will you work ?"

Every man who intends to make himself of value to his employer and to win advancement (and the two go hand in hand, despite all that pessimists may say) must have this capacity for work. No matter how great his ability, how thorough his education, or how attractive his personality, these qualities are as worthless as a locomotive without fuel unless backed up by persistence and energy, wrote J. H. Hapgood in World's Work. He may be retained for a time because of his ability, but in the long race he will be found wanting. Some day his employer will be forced to give the position which he has hoped for, and which, by his natural talents, he is pre-eminently fitted to fill, to a man who, although less capable, has shown himself to be a worker.

In considering applicants for positions, employers are always on the watch for signs of this persistence. Many well-known business men think that they can judge a man on this point by the manner in which he seeks a place, and this is not a bad method. Men often advance to some responsible position, and then suddenly and without apparent reasons, fail and drop out. "The place got too big for him," we say. But in most cases the real reason for the failure is that the man began to slacken in effort, thinking that he had advanced so far on the ladder of success that he could affort to take things easy.

For the business man of to-day there is no such thing as taking things easy. The higher he gets, the more is expected of him, and the harder he must strive. The president of a great manufacturing company, for example, says that one of his duties alone, the securing of capable assistants, is harder work than he ever had to do when he was only the head of a minor department. The man who does not realize that continuous effort is essential to a general manager as to an office boy, will not be of permanent value.

It is work that makes a good salesman—not natural ability, appearance, or personality. One of the best salesmen in the United States is redheaded, homely, uncouth, and poorly dressed—he does not seem capable of selling bread to a hungry millionaire. Yet he sells on an average more than $100,000 worth of goods a year, in a field where competition is remarkably keen. He succeeds by making hard work take the place of the adaptability, the personal magnetism, and the appearance which he lacks.

The perseverance of this salesman is the quality lacking in many men. Plenty of men can work hard when the road to success seems clear, but when difficulties thicken they lose their grip. Others work by spurts, keying themselves up to high pitches for brief periods, and then lapsing into half-hearted effort. Neither the fair weather type, nor the sky-rocket worker is desired. Employers want men who can be relied upon for even better effort when the skies are dark than in times of prosperity, and who will be as persistent the month after next as they are to-day.

The managing director of one of the largest British banking institutions, having more than one hundred branches throughout the world, attributes the failure of many men to not realizing this truth. It has been his observation that out of one hundred employes starting on an apparently equal footing, only ten ever rise above the surface, and of this number not more than one ever proves fit to hold permanently a position of great trust and responsibility. The other nine begin to take things easy as they advance farther and farther, and thus fail to reach their maximum value. For of fit men there is a great scarcity. Whenever found, large salaries and unlimited opportunities for advancement await them.

greater project.

LONDON'S HOCKEY CHAMPIONS.

Accompanying is a photograph of the Cowan Hardware Hockey team, of London, Ont., the champions of the Hardware Hockey League of that city. For some years the Cowan Co. have had a hockey team who have played with all comers, but this year a Hardware Hockey League was formed, of which the Hobbs Hardware Company, Howden Hardware Company, Purdom-Gillespie Company, and Cowan Hardware Company were members.

The Cowan Club, unfortunately, lost the first game played to the Howden Club, after which they won five games in succession, which left them tied with the Howden boys. In the final game with Howden's, which took place at the Princess Rink, Feb. 26th, the Cowan Club won by 4 goals to 1. It is admitted by their opponents that the Cowan forwards were exceptionally fast, and that the defence was a stonewall. Special mention must be made of Frank White, the goalkeeper, who certainly stopped hundreds of apparently sure shots. The boys intend to stay together and expect to repeat next year.

London Hardware League's Hockey Champions.

The team was made up as follows: Top row, from left to right: J. W. Tucker (captain), R. Pearse, A. E. Tucker, H. M. Crummer (manager), and bottom row: J. E. Walker, F. J. White and F. Walsh.

Hardwaremen will find their effort repaid if they go over each week's issue, marking the various articles and market reports to be read by the different members of the staff. For instance, an article on window display may interest Smith and Jones, clerks, and another on furnace heating, Brown the tinsmith. Attach a slip of paper with the names of these employes, have the paper passed from one to the other and returned with the articles initialed by those who are to read them. Follow this plan for a year and watch results.

Sporting Goods in Hardware Stores

REVIVAL OF THE BICYCLE.

The history of sports and pastimes furnishes no parallel to the rapid growth in popularity of the bicycle and its even more sudden decline as a means of recreation, although it has continued in use as a recognized business necessity and is again on the increase as a means of recreation just as archery is having a revival in the States after nearly forty years of unpopularity. Diabolo, too, is another example of an old sport returning to public favor.

The medical profession endorsed bicyle riding as being, when followed in moderation, of valuable assistance in keeping the body in good condition, and in the cure and prevention of certain ailments that arise from sedentary habits and the lack of a proper amount of outdoor exercise. So true is this that if it were possible to gather the testimony of many whose "wheels" are to-day rusting in the cellar, or stored ingloriously among the top attic lumber, it would be found that not a few thousands of them would readily admit that they have never enjoyed the perfect health that was theirs when the Sunday trip into the country or the evening ride on the cycle paths formed an important and pleasurable item in the routine of their lives.

The causes for the decline in bicycle riding were many. The chief trouble was the very one that is threatening the automobile to-day—people rode too fast and too far, and those who were not gifted with the muscular and constitutional equipment necessary for riding centuries, or even half-centuries, without distress, began to associate the bicycle with aching limbs and an exhausted body. Another and scarcely less active cause of the decline was the introduction of cheap bicycles, and the placing of the wheel within reach of everybody who could find the necessary forty or fifty dollars for its purchase. Bicycling became unfashionable, and when the fad became unfashionable its death-knell as a pastime of universal popularity was sounded.

The bicycle was relegated to uses purely utilitarian, but as a means of transportation it will always fill a useful place in the economy of everyday life.

Last year saw a marked revival in bicycle riding in Great Britain and the United States, and there is evidence that Canada will experience a similar revival during 1908. Already dealers in the large cities report much greater interest this spring than for several years past. The reasonable prices and the standard models now in use tend to make the bicycle more popular than in the years when it was a fad and a new wheel every spring was necessary if a rider was to keep "in the swim."

As a side line for hardwaremen there is nothing better than sporting goods—and the bicycle is a necessary part of a sporting goods stock. In fact bicycle accessories make up a very profitable branch of this department. One word of warning seems necessary. The hardware merchant who takes up bicycles must be prepared to handle accessories and do the ordinary repair work at least. He should also avoid price cutting. Instead of trying to beat out his straight sporting goods competitor by selling wheels $5 or $10 under catalogue prices, he should maintain prices in this line as firmly as he would in a staple hardware line. There is profit in bicycles as a side line, but it cannot be secured if price cutting is indulged in.

At the Indiana Retail Hardware Association Convention, held recently in Indianapolis, nearly every hardware dealer present commented on the fact that there is a great deal of increased bicycle business this year, and a large number stated that they proposed to take up the handling of wheels again in a vigorous fashion. Some of the dealers have not been selling bicycles for a number of years, but the consensus of opinion was that the coming season's record of sales would eclipse anything that has been seen since this new century began.

LARGE POSSIBILITIES OF SPORTING GOODS.

The retail sporting goods dealer of the present day has a field for the exploitation of his line that is many times larger than was offered a decade ago, says the Sporting Goods Dealer. Then the men who were shooters, fishermen, campers or canoeists, were just beginning to be numerous enough to excite no special comment or notice. To-day the man who does not indulge in one or more of these sports is so singular that he excites more remarks than the sportsman of a quarter of a century ago did.

The fortnight vacation and the Saturday half holiday during the heated term are now so generally established and the opportunities which they allow for the indulgence of outdoor sports have been so thoroughly appreciated and readily grasped that manufacturers of to-day, in many lines, figure their unit of profit by the thousand instead of by the hundred.

As a consequence of the manufacture of sporting goods in large quantities, the cost of production and the retail selling prices have decreased to such an extent that the man of moderate means can afford to equip himself with an outfit at which only a few years ago any but the fairly well-to-do would have looked askance. This simply means that the market now caters to thousands of purchasers where it was at one time confined to tens. This by itself would allow any dealer a handsome profit if it affected only the matter of firearms and fishing rods and reels. But the moment a man owns a shotgun or rifle he becomes a prospective purchaser for ammunition, gun cleaners, reloading tools, decoys, hunting clothing, recoil pads and the hundred and one incidentals that go to make up a hunter's outfit. It is the same with the fisherman. There are lines, flies, hooks, leaders, swivels, floats, sinkers, artificial baits, tackle boxes, minnow traps, creels, disgorgers and an unending list of things that he is going to purchase from season to season. The sportsman is one of the best customers that ever came down the pike, for the simple reason that he is earnestly anxious to try new goods and keep himself posted regarding the latest improvements in them.

MAXIM'S NOISELESS FIREARM.

A patent for a silent firearm has been granted to Hiram Percy Maxim, of Hartford, Conn., son of Sir Hiram Maxim, inventor of the machine gun that bears his name. The patent covers twenty-three claims, the device being designed to render the discharge of a gun or revolver practically noiseless. Broadly, the principle involved is similar to that made use of in the automobile muffler, the noise of the discharge due to the sudden release of gas at the muzzle of the gun being prevented through the action of a transverse acting piston valve, which allows the gas to escape gradually.

The device consists of a silencing arrangement that can be applied to the barrel of the ordinary firearm. In an ordinary firearm the bullet, when it emerges from the muzzle liberates the high-pressure gases which by striking the air suddenly cause the loud explosion. In the new gun, the gases are shut off just before the bullet passes. This valve is actuated entirely by the gas pressure in the gun barrel and is free from all actuating mechanism. After the bullet has passed out of the barrel the gases are allowed to escape gradually through small holes. This annuls all noise except a slight hissing sound.

BICYCLE AND GUN REPAIR SHOPS.

Bicycle and gun repair shops whose proprietors possess the highest class of business ability may not always have mechanical equipment of superior character, writes Robert Bruce. Sometimes, in fact, it is the other way, but progress and enterprise may work wonders in a short time. In a few years such a place may not only be first-class, so far as business ability is concerned, but it may also have the highest grade of equipment. On the other hand, we all know the repair shop which has everything possible in the line of appliances, but which, from a keen business standpoint, is not the success it should be. The aim of all shops should be economical work. This means practical economy both in business and mechanical methods, and if followed out properly, the linking of the two in one substantial and progressive policy.

It is the inability to distinguish between the economical and the uneconomical in men, materials, locations and other details that the repair man is most apt to make his error. Good workmanship does not always mean economical work, especially jobs estimated ahead when, at times, the policy of the establishment may have to step in and save the case. Fine distinctions between repairing and replacing must sometimes be made, especially since in the matter of replacement a man may be sure of his job and the higher profit that comes from a satisfied customer.

In repairing a break, unless it can be done securely, there is always the chance of having a complaint come back should the repair cause trouble. It is often better, in the long run, to accept the smaller initial profit and make a new part rather than not to be sure the repair made will put the article in as strong and serviceable a condition as before. The real ingenuity may consist in the ability to determine between the policy of repairing simply, or furnishing something altogether new as a means of guarding the reputation of the dealer with that particular customer.

TRAVELER ON RAILWAY BOARD

A proposal to give commercial travelers representation on the Dominion Railway Commission has been made and a petition to this effect is being circulated among traveling men of the Dominion. The proposal to give a man representing travelers' interests a place on the Commission is made as a result of the announcement that three new members to deal with the telegraph and telephone interests would be appointed. It has much to commend it. Travelers are, as a class, probably more closely in personal touch with the transportation facilities of the country than any other, and doubtless an addition to the Commission's membership, chosen from them, would give strength to that body.

A proposition has been made in this connection, which will probably meet with approval. It is that travelers, who in the prosecution of their business, make generous use of the telephone and telegraph, should be given a special rate, similar to that granted them by the railways. A London traveler, discussing this phase, said:

"I would also suggest a special rate for commercial men on telegraph lines. I think the regular rate up to ten words might be paid, but after that, a special rate, similar to the newspaper rate, might be paid. The commercial travelers, I think, should have some representation on the Board of Railway Commissioners, as their interests are very considerable."

WINDOW DRESSING AS ADVERTISING.

In speaking of window dressing, in an address before the Ad Club, of Cleveland, recently, George J. Cowan gave out some excellent ideas. The following paragraphs are reproduced from his address:

"Every store should make some sort of appropriation for its show windows as well as for its other advertising. In a window the goods sell themselves, the customer can see the color, texture and style. Don't you think that fifty dollars spent for an attractive window will bring results far in excess of the amount expended?

"That the window trim is an advertisement of undisputed effectiveness is especially evident where the window trimmer and advertising man work in close sympathy with each other. This is not always done as harmoniously as it should be for every newspaper advertisement of particular import should present its graphic duplicate in graphic window display. Thus the merchant gets every possible ounce of effect out of his newspaper effort. The passer-by who may have noticed the advertisement carelessly is attracted to the window trim and receives the second impression that so often makes the sale. The window trim is a high-class advertisement. The most successful merchants in the country put their finest goods in their windows.

"Some stores talk price and others quality. Around the first must be marshalled the argument of price, but around the other must be summoned the charm of beauty and art. Style, price, variety, magnificence, attractiveness—you can use al these different arguments in your windows to induce people to stop and buy.

"Coincident with this great and growing interest of the retailer in better window trims you will note that the advertising methods of the most progressive manufacturers include systematic work with retail window trimmers. I believe the time is coming when every well-planned campaign will supplement its magazine, newspaper and trade paper advertising with a well defined series of window advertisements. This is already done by the most enterprising in their respective lines, and the results justify decided increase in the effort. If you are a manufacturer and show the retail trade that you appreciate his local condition sufficiently to furnish him with ideas and suggestions for window back grounds and displays, emphasizing the importance of your branded lines, you will find that he is anxious and willing to co-operate with you to the fullest extent possible."

MR. HUMPHRIES ILL.

Friends of Ex-President A. W. Humphries, Parkhill, will be pleased to learn that he is recovering from a successful operation performed at the Victoria hospital, London, and he expects to be able to return home next week. During his three weeks' absence from Parkhill his son, Ernest Humphries, has been managing the business.

BUSY CAMPBELLFORD STORE.

Thomas S. Tait, who can be seen from the cut we give in this issue, busily engaged in his well equipped store, is a widely known hardware merchant of Campbellford, East Northumberland, Ont. Mr. Tait was born on Amherst Island and at an early age removed to Picton, where he received his education at the public and high schools of that town. Shortly after leaving school he was employed by Tennant & Van Clairacorn in the hardware business, and after that with H. Welbanks, being thoroughly grounded in the trade. He then removed to Campbellford, where he managed a similar store for C. S. Gillespie. Mr. Tait then entered into partnership with D. H. Douglass (now of Stephens & Douglass, Chatham). When Mr. Douglass sold out to John Douglass, ex-M.P.P., Mr. Tait formed a partnership with the latter which continued for three years. Mr. Tait then started the hardware business in which he is at present engaged. The business has grown rapidly, and Mr. Tait is now looked upon as one of Campbellford's successful merchants.

Mr. Tait finds time to assist in the municipal business of the town, and is now serving his second year as councillor. He has always been a keen admirer of all kinds of athletic sports and games. He is himself a keen cricketer, and has carried off honors in many a well fought game. He is also a good curler. Mr. Tait is personally held in high esteem.

T. S. Tait's Busy Store at Campbellford, Ont.

WASTE HEAT UTILIZED.

An interesting application of waste heat from enameling furnaces to the warming of a building is presented in an installation being made by the Massachusetts Fan Company, Watertown, Mass. This consists of two steel plate motor-driven fans, so placed in connection with a piping system at the plant of the Carnahan Stamping & Enameling Company, Canton, Ohio, as to draw the waste heat from the furnaces, and thence distribute it by means of another piping system through an adjoining building. The system is similar to that frequently applied in connection with the utilization of waste heat from brick kilns, and the economy secured is comparable thereto.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - - - 232 McGill Street Telephone Main 1255

TORONTO - - - - - - - 10 Front Street East Telephone Main 2701

WINNIPEG - - - - - 511 Union Bank Building Telephone 3726

LONDON, ENG. - - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - - 1001 Teutonic Bldg.

NEW YORK - - R. B. Huestis, 544 West 145th St. Telephone 2430 Audubon

VANCOUVER, B.C. - - - - - Geo. S. B. Perry

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

TAKE TIME TO PLAN.

Too many merchants are to-day hurrying through one job and rushing into another without giving a moment's time to considering the best way to do the new task, or as to how the best results can be accomplished with the least labor. It is no uncommon thing to see a man rush into a task in this unprepared manner and after working on it for a day or so find out some method by which the same results could have been accomplished in half the time.

When business men are themselves doing these things day after day, what is to be expected of those who work for them and under their direction? Clerks are even more apt to waste their time in this manner, especially if they have taken up a regular routine of duties. Not because they want to put in their time without making anything for the employer, but because they fall easily into ruts. They will continue to carry out the daily programme week after week in the same way, without trying to simplify it in any manner.

Managers should so arrange business duties as to give themselves time to think of the best methods of doing not only the things they expect to do themselves, but also to simplify the work of the office force, the sales force, the shipping force, etc.; in fact, in whatever part of the business simplification is needed, and once the manager starts on this kind of work he finds that every part of the business needs it, and every employe, from the delivery boy up, can be made to produce more results in the same length of time by merely taking time to first figure out the most simple way to accomplish desired results.

THE METAL SITUATION.

Although a comparison of the opening and closing prices of iron, tin and copper in March, shows that distinct advances have taken place in these metals, it cannot be said that the situation generally at the present time is in a relative degree that much stronger than it was at the commencement of the month. Higher prices are not always an indication of greater stability. They are, in certain circumstances, if not exactly an indication, at any rate a source of weakness, and although the figures obtaining now may not come under this category, yet there are one or two danger points which cannot be ignored in considering the metal market as it stands to-day.

Pig iron, especially so far as the English markets are concerned, is undoubtedly on a plane by itself, and were the situation generally controlled by this metal, there would be little at which to cavil. Prices have been maintained splendidly across the Atlantic by small stocks and a good demand, but when tin and copper are considered the position is entirely different. Take the case of tin, for instance. Here there has been a boosting of prices without any relative increase in the demand. Speculative manipulation in the London market, a strenuous fight between the bulls and the bears in which the former are on top at present, and a spot scarcity in New York, have advanced quotations all through the month. The extent of this advance can be seen from the fact that the opening price of tin in the London market was around £128 10 shillings, while the closing price can be put at £145. Even the sale last week in Holland of another lot of Banca tin failed to break the market, although the price fell off for a couple of days. Yet the demand, both foreign and domestic, is far from being satisfactory. The whole position depends apparently, if the present relative strength of the supply and demand be maintained, upon how long the bulls can hold their attitude in the face of the dull conditions obtaining. There may be considerable unloading at any moment, and in these circumstances the position of the tin market from the standpoint of stability cannot be said to be very strong—in fact, no stronger than at the commencement of the month.

Copper, likewise, has strengthened in price, but there has been no great stimulation in demand to hold the improvement. The London market at present is more active than the Wall Street one, and speculators across the Atlantic appear to be somewhat confident as to a revival in trade operations in the States. Unfortunately this optimism does not seem to be shared in by the American metal trade, although many of the large producers are apparently holding for higher prices. Be that as it may, the advance of copper in London has strengthened prices in the primary markets, although against this, trading is dull, even the smaller consumers now keeping shy of the market.

Thus in these two important metals there have been distinct advances during March without any relative improvement in the demand. It cannot be said, therefore, in these circumstances, that the situation so far as stability is concerned, is, much, if any, better than it was a month ago. In fact, there is the additional danger of a strong bulling movement in tin which may give way at any moment. If the prices had gone ahead with a corresponding demand then March would have been one of great promise. As it is, the metal situation is not by any means out of the wood, although the longer the markets can hold the better the chance of the long deferred demand coming to the rescue.

COLLINWOOD SCHOOL FIRE.

In the opinion of State Fire Marshall Creamer, of Ohio, the disastrous Collinwood school fire, in which scores of innocent children were roasted alive, at Cleveland, Ohio, was caused by an overheated steam pipe which came into contact with wood.

Few people ever think of the danger of wood in buildings being ignited from steam and hot air pipes, but this ignition is not only possible, but it frequently occurs, according to the same authority. The fire marshall has also stated that steam and hot air pipes finally char the wood near them. This charred wood absorbs gases, and this is ignited by subsequent heat as unreasonable as it may seem to the unscientific mind. He recommends that the protection of wood near hot air and steam pipes be as carefully looked after as wood next to a smoke pipe or flue through which the gases from a fire actually pass.

THE SITUATION IN THE WEST

The Western Viewpoint by our Special Winnipeg Correspondent.

Anxious inquiries come from all over the East and South, and the burden of their cry is, "What is the outlook for the wheat crop of 1908?" That is a hard question to ask with the prairie covered with snow, which has fallen in the last two weeks and the thermometer roaming at zero, more or less. Not being a prophet or the seventh son of a seventh son, I do not know, I cannot tell. It may help some of the anxious ones, however, if they have an idea of what the prospects are for the wheat going in under favorable conditions. Personally, I consider the prospects at the present time better, in many respects, than for ten years. The West is peculiar and what would be ruin down East is what we want here. Last summer was wet and cold, followed by a fine dry fall. There was an enormous amount of fall ploughing done, and the new breaking had the benefit, for six weeks, of bright days and hard frosts at night, before it got any snow blanket at all. The snowfall in the early part of the winter was light all over the country, so that although the winter has not been a severe one the frost has had a chance to penetrate the ground to a good depth. During the last month there has been a good snowfall, which has extended pretty well all over the West, and is sufficient, even if no more should come, to moisten the surface of the seed bed when it melts, and leave the ground in that delightful mellow, friable condition which is so hard to describe and so easy for the experienced wheat man to detect. If there are no high winds and hard frosts in May the indications are that there is moisture enough to carry the new crop well into June without any heavy rainfall. This to Western farmers is the ideal condition.

Therefore, at the present time, there is known to be a wide area prepared for wheat, probably taking the three Provinces as a whole, 25 per cent more than in 1907. The outlook for the moment is for an excellent seedbed in which the plants will get a good start, and, lastly, through the distribution of seed grain by the Government it is probable that never in the whole history of the Canadian West has so much choice seed been sown in any year as will be put in the ground in 1908. With anything like ordinary conditions throughout the year the West stands to reap one of the best crops in its history. Of course, all this is very much in the air, but as far as the season has gone the conditions are good. They are normal, particularly so, and to the farmer there is more comfort in normal conditions, even if they may not be the rosiest, than in anything abnormal, no matter however apparently favorable it may be.

As has been said, the area prepared for wheat is large and it may be further increased from the fact that the price of good seed oats is very high, 85c and 90c per bushel, the prices of wheat are relatively cheaper and this may lead to part of the oat land being devoted to wheat.

* * *

Movement of real estate and building are the two things that are uppermost in the general conversation of commercial circles this week. The announcements in regard to the splendid union depot of the G.T.P. and C.N.R. have given an impetus to all matters in connection with building and the sale of land.

With a frontage on Main Street of 350 feet and a cupola rising 100 feet in air, the "Fort Garry Station" will be a landmark and at the same time will be a fitting successor to "Fort Garry" the walls of which surrounded all the land on which it is to be erected. The building will have a depth running eastward to the Red River of 140 feet, and when completed will be the finest railway station in the Dominion of Canada.

* * *

The municipalities of Springfield and St. Boniface have quite a tiny boom on in lots and blocks near to the land on which the G.T.P. will erect its shops. The exact location of the land has not yet been announced, so that this lends a spice of uncertainty to the buying.

Sales of small lots have been quite numerous during the past week and loan companies and land companies both report a great increase in the inquiry for farm lands as batches of settlers continue to arrive daily. There is not the mad rush of the past few years but to those who consider the question carefully, looking well to the future of the immigrants and the power of the country to assimilate them in the matters of providing transportation for their produce and supplying them with coal and other things, the stream is quite large enough and it certainly is more select in quality.

* * *

Another step has been taken in the affairs of the Grain Exchange. At the informal meeting, following exchange meeting, which was fully dealt with in a special article last week, a committee was appointed to inquire into the possibilities of issuing preferred stock to men who having an equity in the new building were willing to put up $500 each towards buying it in. The plan had been to issue preferred stock, 10 per cent. guaranteed, to these men and then go to the banks with that preferred stock and raise the money to purchase the building. At a meeting held Friday afternoon, the 28th, the committee reported that they could not issue preferred stock as in doing so they would affect their right of letters patent. The forming of this company is going on and though it is a disappointment that preferred stock cannot be issued, common stock will be issued and the company will go to the banks with that. It is expected that it will take a little longer to get the money, that is all. The press are most rigorously excluded from these meetings but the above came from a reliable source and is rather more than approximately correct.

INTERNATIONAL EXPOSITION AT MONTREAL.

Montreal has been agitated more or less during the past couple of years over the holding of an annual exposition. At one time it looked very much as though a yearly fair was assured, but sufficient support was not given to successfully carry through the project. During the last week or two, since the new city council has got down to business, the matter has been the subject of discussion among business men on several occasions.

At a recent meeting the Chambre de Commerce, which numbers among its members most of the leading French men of affairs of Montreal, seriously discussed the holding, not only of an annual exhibition, but also the advisability of setting on foot a movement to hold in Montreal in 1911 an International Exposition. The idea took most business men by surprise, but on giving the matter second thought there seems to be no reason why success should not attend such an undertaking. Montreal, as the metropolis of Canada, is prominently before the civilized world, and is of much easier access to European countries than some places where International fairs have successfully been held. A display of the world's products and manufactures in Montreal would draw people from all parts of Europe and other sections of the world, who, coming as far as Montreal, would many of them take this advantage of the opportunity to see more of Canada, and would result in greater knowledge of the Dominion being obtained, taken abroad and disseminated.

These facts would carry greater weight, too, coming from those who had personally seen the country, than they do when made public as they presently are through the medium of circulars, prospectuses and other advertising matter. Numbers of business men from Great Britain, France, Germany and other countries with whom we are anxious to increase our trade would be induced to visit the Dominion, which would give them an opportunity of studying the market at first hand and coming personally in touch with Canadian business men. Of course, many Europeans make it a point to visit Canada regularly, but it is those who are not acquainted with our country, our national resources, our unlimited possibilities in the way of trade development, our people, these men we desire to interest chiefly. There are hundreds, thousands of them who have lines worth placing in Canada, but they do not know the country and are indifferent to the market. For our part, we have many lines to exchange. But before there can be any large increase in trade the business men of both sides of the Atlantic must get together.

An International Exposition, such as is suggested, would draw them together. The movement warrants the support of every true Canadian. Holding the exposition in 1911 will give us plenty of time to prepare something worthy of Montreal and of Canada.

HARDWARE TRADE GOSSIP

Ontario.

J. M. Robertson, hardware merchant, Tweed, died last week.

The Automobile Co., Limited, Hamilton, have applied for a winding-up order.

F. Watt, of the hardware firm of F. Watt & Co., Toronto, is retiring from business.

John Bailes & Son, Oshawa, have purchased the bankrupt stock of Dreany Bros., Cobalt.

Fred. G. McBrien, 1000 Bloor St. West, Toronto, adopted the cash system of business on April 1.

Arthur Hawkins-Masters, a young Englishman, at present residing at London, Ont., has invented a new stove grate.

The assets of the Niagara Falls Heating & Supply Co., Limited, Niagara Falls, have been advertised for sale by auction.

J. Fries & Son, hardware merchants, Lion's Head, Ont., who were burned out recently, are offering to compromise with their creditors.

Creeper & Griffin have established a hardware business at Owen Sound. Both were formerly with the Brooks-Sanford Company, Toronto.

The Purdom-Gillespie Hardware Co., London, expect to be in possession of their new store by May 1. Alterations are now well under way.

Barfatt Bros., hardware merchants, who have stores at Newcastle and Colborne, have purchased the Field Hardware Company's business at Cobourg.

Bibblee & Sons, hardware merchants, Centreville, have disposed of their business to B. B. Estabrooks and C. W. Sherwood. The new firm are adding to their store space to admit of a proposed increase in stock.

Maritime Provinces.

George Stairs, head of the Consumers' Cordage Company, with large works at Dartmouth, N.S., dropped dead in the office of the Royal Securities Company, Halifax, on April 1. He was fifty-three years old, and was a son of the late Hon. W. J. Stairs, and a brother of the late John F. Stairs, M.P. George Stairs was president of the Cordage Company, director of the Union Bank of Halifax, and connected with many business enterprises. He leaves five children.

Quebec.

W. C. Strader, North Williamsburg, Ontario, has been visiting Montreal.

William Starke, of Starke-Seybold, Montreal, has returned to Montreal after a visit to Atlantic City.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, is staying at Atlantic City for a few days.

W. H. Evans, of the Canada Paint Company, Montreal, is staying at the Chateau Frontenac, Quebec, for a few days.

F. T. Derrick, Clarenceville, and Mr. McKelvey, of McKelvey & Birch, Kingston, Ont., have been visiting hardware circles in Montreal.

The many friends of John Fraser, buyer and general manager for D. G. Loomis & Sons, contractors, Montreal, will regret to hear of his sudden death last week at the age of 42. Mr. Fraser was leaving his house to go to business when he expired from apoplexy.

Walter E. Booth, of the Booth Copper Company, Toronto, has purchased from the Canadian General Electric Company, Montreal, property in Queen Street, Montreal, having a frontage of 160 feet. The Booth Copper Company will move into the premises immediately.

Western Canada.

Copland Bros., hardware merchants, Toulon, Man., have dissolved partnership.

S. H. Akromovitch, hardware merchant, Winnipeg, who assigned recently, will pay 70c on the dollar to creditors.

C. D. Waldon, of the Pease-Waldon Co., Winnipeg, has returned to the city from an extended business trip in the west.

A. Lee & Co., Edmonton, have recently formed a joint stock company, taking in their mechanics and other employes as shareholders.

J. B. Wallace, formerly foreman in the metal department of A. G. Thompson, Wolseley, Sask., has removed to Kelowna, B.C., to take charge of the metal department of Morris & Thompson, in that town.

H. Mausette, foreman tinsmith for the Vernon Hardware Co., Vernon, B.C., has resigned and will shortly open up a tinsmith shop at Keremeos, B.C. A. E. Foster, Minneapolis, will take charge of the Vernon hardware interests in the future.

HOBBS' GLASS WORKS BURNED.

Fire did about $300,000 damage to the Hobbs Manufacturing Company's works at London on Thursday evening, April 2, the blaze originating in the elevator shaft and the high wind blowing at the time making it hard to gain control over the flames. The firemen succeeded, however, in confining the fire to the one building, but two firemen were injured by falling walls. It is understood that the loss is fully covered by insurance, and the company will rebuild the plant at once, on a larger scale. About 75 men will be temporarily thrown out of employment.

CANADA'S RIFLE PURCHASES.

In the House of Commons, Ottawa, on March 26, Mr. Leonard, M.P., asked:

1. How many guns or rifles have the government purchased since 1896?
2. What price was paid for each one?
3. What amount did the government spend each year since 1906 on such purchases?
4. What was the total amount paid?
5. What is the total amount to be paid for guns purchased but not yet delivered?
6. To whom were such sums paid and how much to each one?

Hon. W. S. Fielding replied:

1. Since July 1, 1896, the government has purchased (a) 10,359 Lee-Enfield magazine rifles, (b) 7,800 Lee-Enfield magazine rifles, (c) 300 carbines complete, (d) 37,500 Ross rifles, delivered to March 21, 1908, out of a total of 52,000 contracted for.

2. (a) $19.46; (b) $18.18; (c) $16.02; (d) $25.

3.

1896-7	$333,447.94
1897-8	nothing
1898-9	nothing
1899-1900	4,807.35
1900-1	nothing
1901-2	nothing
1902-3	62,971.92
1903-4	159,262.48
1904-5	203,941.41
1905-6	335,641.59
1906-7	272,926.15
1907-8	174,631.45

4. $1,574,630.29 including 75 per cent. of cost of 14,500 Ross rifles, contracted for but not yet delivered.

5. $234,375, twenty-five per cent. of cost of 14,500 rifles undelivered of the 52,000 contracted for with Ross Rifle Company.

6. Birmingham Small Arms & Metal Co., Ltd. For 10,359 Lee-Enfield magazine rifles, with cleaning rods, oil bottles and pull throughs at £4 or $19.46 each, $201,655.20 less $10,359 for rough stocks issued from War Office stores to contractors, $191,572.44. London Small Arms Co., Ltd., Old Ford: For 7,800 Lee-Enfield magazine rifles, with cleaning rods, oil bottles and pull throughs, at $18.18 each, $141,875.50. His Majesty's Accountant General (War Office): 300 carbines complete, $16.02 each, $4,807.35. Ross Rifle Co., Quebec, Canada, 37,500 rifles, delivered to March 21, 1908 at $25 each, $937,500, and 14,500 rifles undelivered, 75 per cent. of cost of same, $271,875, making a total of $1,209,375, making a grand total of $1,547,630.29.

LONDON, ENG., METAL MARKETS.

London, March 31.—Cleveland warrants are quoted at 52s, making prices as compared with last week, 1s 4½d lower.

Spot tin opened firm at £144 15s, futures at £143 15s, and after sales of 150 tons of spot and 650 tons of futures, closed firm at £145 for spot and £144 for futures, making price as compared with last week £2 higher on spot and £3 5s higher on futures.

Spot copper opened weak at £60 12s 6d, futures at £61 2s 6d, and after sales of 200 tons of spot and 1,000 tons of futures, closed easy at £60 5s for spot and £$60 15s for futures, making price as compared with last week 7s 6d lower on spot and 5s lower on futures.

The spelter market closed at £21 2s 6d, making price as compared with last week unchanged.

The lead market closed at £14 5s, making price as compared with last week unchanged.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Ingot Tin—Advanced to $34.50.
Copper—Firm.
Lead—Now $4.10.
Pig Iron—Continues strong.
Spelter—Unchanged.
Turpentine—Advanced 3c.
Linseed Oil—Cut of 1c.

Toronto.

Tin—Prices unchanged.
Copper—Still at 14c.
Pig Iron—Continues steady.
Turpentine—Firm at 78c.

MONTREAL HARDWARE MARKET.

Montreal, April 3.—Trade is improving steadily, and orders received by the jobbers during the last few days have been of an encouraging nature. Especially is this so in the case of goods for immediate delivery. Dealers have been holding off so long, that they have now reached a point where they can afford to lose little time in buying, and the result is seen in the increased activity of the shipping departments of the wholesale houses. We have before pointed out the mistake of this hesitating attitude on the part of retail merchants, not only in regard to the possibility of having goods held up by congested shipping, but in regard to bringing about a shortage in stocks by a sharp and heavy drain. In many lines makers have not been producing so heavily this year owing to the lack of early orders, which renders the situation all the more dangerous.

Conditions in the west are on the dull side, but much improvement is expected when seeding commences. Sould the farmers have favorable weather for this all-important work, trade will be greatly stimulated. In the Province of Quebec orders are nearly normal, and the province well maintains its reputation for steady business. With the brightening up of trade, there seems to be better prospects for the real spring rush between April 15 and May 15, when freight rates change and canals open out, being more up to average than was anticipated some weeks previously.

Builders' Hardware and Supplies—The various lines are moving more freely, especially so far as the city trade is concerned. Lock sets, bolts, etc., are in good demand to complete houses for occupation on May 1. Orders for future delivery are not so good as in former years, as building prospects are not quite so favorable. There is still plenty of time for recovery, however. Prices remain firm.

Railroad Supplies—Railroad supplies are moving fairly well, but the rush has not yet arrived. This will come when the snow is off the ground, and laborers can work freely. The construction of an electric road between Montreal and St. Lambert has now started, and this should make the local call for materials much heavier. Crowbars, track spikes, picks and hammers are going out well.

Spring Goods—The demand is improving, and the season, though late, shows signs of opening out well. Lawn tools, hose, wire cloth, and refrigerators are moving better. Household utensils, wringers and polishes are feeling likewise the advent of spring and the necessity of household cleaning. Prices generally are unchanged.

Sporting Goods—These lines are still dull, comparatively speaking, although guns are commencing to move more freely. Athletic supplies are not showing much movement as yet, but warmer weather will soon make the sporting dealer busy.

Carpenters' Tools—The demand for tools is increasing. There is no time to be lost in getting stocks into shape, for with the building season at hand, carpenters will soon be thinking of replenishing their tool bags.

Nails—The demand continues steady. Prices are maintained at $2.30, and prospects appear good. Dealers' stocks are light, and a strong demand will make big inroads into the supplies held by makers.

Bolts and Nuts—These articles are moving better, and a good spring trade seems to be opening up. Quotations are unchanged. Stocks seem well assorted.

Wire Goods.—Bright wire goods are in better demand. Screw eyes, screw hooks gate hooks and eyes, are all moving well for immediate delivery. The discount is still being maintained at 60 per cent. Wire hat and coat hooks are also showing signs of a stronger call. Dealers' stocks appear to be light, and good business should be done. The list price is still the same.

Building Paper—Orders for future delivery are encouraging. Stocks are in good shape, and makers are quite ready for the spring rush on the starting of building operations. Prices are unchanged.

TORONTO HARDWARE MARKETS.

Toronto, April 3.—As predicted, business has opened up with a rush during the past week. It is hard to explain just why merchants have held off in buying this year, but at the present time a noticeable change has taken place and as business in retail circles is also rapidly increasing orders for immediate shipments are arriving with every mail, and if other trades are as busy as local jobbers, delivery will probably be delayed by lack of cars. All lines of spring goods are being shipped at present, and all branches of trade are feeling the improvement which has been so long delayed.

The situation in the Middle West is improving and in British Columbia, though the lumber output will be somewhat below the average this year, all other industries are booming. Orders for Western firms are coming to hand in increasing magnitude, and delivery which started April 1, saw a number of cars loaded with spring hardware merchandise leave for Western point.

The building outlook continues to improve, all over the country permits for new buildings and additions are being taken out in increasing numbers and with the advent of bright spring weather and the resumption of navigation, it is confidently expected that the hardware business will soon experience a call which will equal that of last year.

Shovels—Shovels of all sizes, makes and price are being shipped by local jobbers in quantities ranging from carlots to dozens. The jobbers have surely benefited by the large demand caused by price-cutting during the recent war. Prices which have again been adjusted are now quoted at 45 per cent. off lists.

Builders' Hardware and Supplies—The improvement noted in the building outlook is no doubt responsible for the orders coming to hand for all lines of builders' hardware and supplies. Shipping is now under way and a good season's business is anticipated. Quotations are unchanged since the recent reduction.

Nails—The demand for nails continues strong and stocks are in good shape. At present there is no indication of a change in prices, which are still $2.30 per 100 lb. kegs.

Spring Goods—All lines of goods for spring delivery are being shipped at present, the demand for household articles, such as graniteware, enamelware, tins, flat irons, carpet sweepers, picture hangers, etc., is strong, and prices which have been firm all spring are being rigidly adhered to. Garden tools, refrigerators, churns and pails of all descriptions are in demand at the present time, and orders are becoming more frequent and in larger bulk than in any previous week this spring.

Iron Pipe and Bar Iron—Some good orders are being received at present for these lines, but though inquiries are becoming more general than for some time, the demand is not as strong as it should be at this season. Prices are firm and unchanged.

Railway Supplies—Jobbers confidently expect that this season's demand will exceed that of any other year in the history of railroad construction in this country. On all sides contracts for branches are being let, while the amount of work planned by the G.T.P. officials. will give employment to an army of workingmen who will have to be supplied with tools. Orders for picks and shovels, crowbars, grinding stones and all lines used in railroad construction work are being placed at present and the call for dynamite, as well as other explosives is meeting expectations.

Mining Supplies—Mining and prospecting parties are being formed, and as a large amount of development along these lines is expected for 1908, a call for a large quantity of supplies of all

kinds is confidently expected. Orders for immediate delivery are now coming to hand and a seasonable call will soon be under way for lines under this head.

Bolts and Nuts—These lines are moving more freely and the demand is constantly increasing. Prices are unchanged and stocks well assorted.

Screws—The call for screws is increasing and stocks are well assorted. At present it seems that there will be no repetition of last year's scarceness for popular sizes. Prices are firm.

Sporting Goods—The demand for aquatic supplies of all kinds is experiencing the first signs of activity, and the same situation is noticeable in the demand for lacrosse and baseball outfits. There is a demand for fishing tackle, as well as guns, ammunition, etc., which have been moving all year, are still experiencing a latent call. Prices are firm.

MONTREAL METAL MARKETS.

Montreal, April 3.—A brighter tone is observable in the markets this week, due to the strengthening of copper, tin and lead, but it is unfortunately somewhat superficial in character. That is to say, it is not based upon any great improvement in demand, although European buyers are more active than they were, but upon an advance in prices due to speculative manipulation and to the belief of certain large holders that a turn in the situation is likely to come at any moment. In these circumstances, as there can be no great confidence that present prices will hold, this brighter tone cannot be seriously considered as an augury of coming substantial improvement. For instance, the tin market is still being bulled, but the large buyers may at any moment unload again. It seems to be a question as to how long they can hold in face of the dull conditions obtaining. Of course, a strong demand would alter the aspect, but the strong demand has not yet arrived.

Copper has strengthened since the last figures published, due apparently more to the optimistic feeling abroad that a revival in business is bound to occur in the States, than to any great stimulation in consumptive demand. Producers in the States seem to be holding for higher prices than the present market ones, which are apparently those of second-hand lots. Lead has had a strong rally during the week, and advanced to £14 10s, but closed easier at a 5s reduction. Prices locally have strengthened in consequence of the English movement.

The demand generally is dull, and the smaller consumers, who were at one time coming into the markets in better number, have fallen off again. Inquiries are stronger, but that is about all there is to be said of conditions. Locally the demand has improved a little, but it has the same characteristic observable elsewhere—lack of strength and of promise.

Pig Iron—The strong position of the English pig iron market is being maintained, and Cleveland warrants are quoted at 52s, which is the same figure as given in our last issue. Light stocks and a good demand, with the assurance of a heavier call when spring exportation starts in earnest, about sums up the situation across the Atlantic. Presuming the continental demand—which has been heavy—falls off, the exportation to this side, which has hitherto been of light bulk, will help to make up the deficiency. Canadian consumers are coming into the market in greater numbers, now that the opening of navigation is near at hand.

Pig iron has weakened again in the south and central west of the States, but prices are being maintained in the north. Finished steel prices are held in the face of little business, and some of the pig iron producers are contending that the pig iron market, instead of being benefitted by the maintenance of steel prices, have been adversely affected thereby. They say that had the finished steel prices been reduced, they would be commanding better money for the metal, and a larger sale. Locally the demand is fair, and quotations are unchanged at, Middlesboro No. 1, $21.-50 ; No. 3, $20.50 ; Summerlee, $25.50.

Tin—Tin maintains its bulling movement in the English market, and is now quoted at £145, an advance on our last quotation of £4 5s. This figure was not the highest point reached during the week, but the market fell away slightly after the Banca sale, at which good prices were realized. Despite the unloading, however, prices strengthened again, and the bulling movement is being persisted in. How long this speculative manipulation will be maintained it is impossible to say, but the movement is singularly strong in face of the comparatively poor demand. Prices in the States have advanced with the primary market, and are now at 32¼c. With the steady advance in both markets, prices locally have been increased 50c, making quotations $34.50.

Copper—Despite the fact that the domestic demand is still very poor, the New York market is strengthening slowly, and prices are now around 13¼c. Even the smaller consuming trade has fallen off. but the advance in the European markets is tending to increase prices in the States. There seems to be abroad a stronger belief in the immediate recovery of business in America than obtains in that country itself. Producers appear to be holding for higher prices, and with the greater activity in the London market, copper quotations are naturally stronger. It must be admitted, however, that very little confidence is held by the metal trade generally in the situation. London quotations are now £60 5s, an advance of 15s on last figures, although the market has been higher during the week. Locally the price is maintained at 14½c.

Lead—This metal is still advancing in the Old Country, although prices are now easier than they were during the middle of the week. The metal is quoted at £14 5s, which is an advance on our last figures of 3s 9d. The market is fluctuating somewhat, but the situation generally is stronger, and local quotations have been marked up 10c. We now quote imported pig at $4.10, and bar at $4.50.

Spelter—Spelter, after a slight drop in the English market, is again at £21 2s 6d, while east St. Louis the price is a little stronger at $4.60. The market generally seems weak for prompt shipments, although fairly steady on future deliveries. Further cutting down of production is threatened owing to unremunerative working at present prices, and several mines in Europe have been shut down. This looks as if the market in time will have a good chance of recovery. The demand generally, as locally, is quiet. Prices here are unchanged.

Antimony—Antimony still continues to be the weakest of all the metals. There is practically no demand, and quotations are unchanged.

TORONTO METAL MARKETS.

Toronto, April 3.—Metals generally continue irregular with no noticeable change in the attitude of buyers. Confidence in the future of the market has not yet returned and buying such as is being done, is still of a hand-to-mouth character. Some reasonably large sales of copper are reported, however, for delivery in May and June. From New York come stories of some large purchases of copper but they are discredited as efforts to maintain prices by speculative dealers.

A slightly better tone is given the market by reports received of an increase in activity but this is more a matter of hope than of confidence founded on an increase in buying. The long delay in a buying movement developing keeps everyone watching for sharp movements on the part of speculators and the advances made on metals for which there is not an increased demand cannot but be considered as unstable. Tin at present seems to be subject to this criticism. Last week large advances preceded the Banca sale, and while reductions followed the market has been strong all the week, though prices are again declining.

Pig Iron—With production restricted at the Canadian furnaces the producers are doing their utmost to keep the market in hand and prevent a piling up of stocks. In the States, however, it is said that 1,000,000 tons of pig iron have accumulated on the banks of the merchant furnaces and steel plants. Producers have declined to furnish statistics regarding stocks for two years past but these figures are said to have been accurately estimated. A break in pig iron by the largest interests would mean lower prices for finished products, hence the adherence to the combination schedule while independent interests are talking the little business offered at heavy concessions, but each day seems to add weight to the market. With $15,000,000 to $20,000,000 locked up in pig iron and other furnace coal growing, it seems only a question of time when the strain reaches the breaking point in the States. The English market continues very strong with heavy exports being made just now to India and Japan. Prices keep firm in Great Britain and with a slightly better demand locally continue steady here at $22 for No. 2 Canadian foundry and $21 for No. 3 Middlesboro.

Copper—A halt has been made in the speculative advance on the New York and London markets caused by a stoppage of buying. Consumers cannot yet be lead to believe that higher prices are likely and in spite of reports of large sales it is impossible to draw business at anything over 13 cents in New

York. It seems to be the general opinion that the upward movement has reached top mark and no permanent improvement can be expected until there is a greater volume of actual consumptive orders. The Toronto market is not subject to the same speculative influences as New York and prices have remained steady at 14 cents with a few good sized deals made during the week.

Tin—Some wide speculations were caused by the sale of Banca tin last week, the net result being higher quotations in London than existed a week ago. The feeling is, however, that the market is subject to bullish influences and there are now indications of prices reverting to the level maintained a fortnight ago. We are still quoting 35 cents per pound locally.

Lead—The week has seen no change in prices in local or foreign markets. Demand is moderate and quotations firm at 4 cents for imported pig lead.

Spelter—No change in prices has occurred and the market is considered weak. Producers are considering limiting the production and with stocks less plentiful strength should develop. Prices continue at $5 for foreign and $4.75 for domestic.

Antimony continues weak and featureless at 10 cents per pound.

Old Materials—The market continues heavy with dealers' stocks large and no demand existing.

IRON TRADE REVIEW.

Cleveland, April 2.—The Iron Trade Review says: The close of March marks the three months stage in the process of recovery through which the iron and steel industry has been passing. With the beginning of April and the virtual inauguration of the season of the year when commercial affairs are normally given a fresh vigor and impetus, the iron and steel trade, as a whole, is found to be operating on less than a 50 per cent. basis, or a gain of approximately 20 per cent. over December, when the mark of least activity was touched.

Viewed as a month, March has brought some encouraging gains to different lines of output, and has strengthened the entire situation accordingly. It has not, however, been fully up to general expectations. The month started well for all lines, and the first several weeks were quite satisfactory, but this gain was not maintained to the end. A striking of averages leaves a small but indefinite percentage of gain over February.

An analysis of the month's developments shows the most marked increase in those finished lines which are subject to the influence of the season. Tin plate stands out prominently in this regard with a gain of about ten per cent. and wire products have made an even better record. Sheets advanced about seven per cent., as gauged by mill operations, while in merchant pipe the estimates of gains made by the leading mills range from ten to fifteen per cent.

In other products, merchant bars netted a small increase over February, but the rail situation was changed but little in the month in respect to tonnage actually placed. Plates and structural material were almost stationary.

Of the complete market structure pig iron is proving the weakest member, and is less settled as to prices at this time than a month previous. The dullness of the demand at this time and the impatience of some interests to convert their make into sales has augmented the iron market's stability.

Quebec and Maritime Provinces

Entertainment given to Hardware Employes by Halifax Firm—New Car Wheel Plant for Sydney—Amherst Gets New Factory—Old Hardware Business at Newcastle.

HALIFAX.

Halifax, March 30.—Weather conditions during the past week have interfered to some extent with business, but everything is running along quite satisfactorily. The travelers now on the road are meeting with good success, and they are sending along pretty fair orders. Collections are not as good as they might be, but no complaint is made. All lines are very steady just now, no changes of prices of any importance having occurred since last report.

* * *

Important matters concerning the future of the National Rolling Mills are expected to develop during the next few weeks. The company proposes establishing a plant in Sydney. A. Crowell and C. V. Wetmore, who are interested in the company, and who have been in Sydney during the past week, intend leaving for the West in a few days to complete the necessary details in the formation of the company, which, if successfully carried out, active operations in the construction of the plant will be immediately commenced.

* * *

In Amherst a new company is being formed to be known as the Amherst Woodworking Company, with $100,000 capital, which will take over the interests of the Silliker Company, Ltd. The company will carry on a business similar to that carried on for years in Amherst by the Silliker Company, but on a much larger scale.

* * *

The rail mill at Sydney is at present rolling the C.P.R.'s new eighty-five-pound section rail. It was first rolled some two weeks ago, but it was found necessary to make some changes before continuing the order. This is an entirely new section and differs materially from the United States standards, being the outcome of an inquiry held into the cause of so many broken rails during the past two years.

* * *

Mr. and Mrs. P. J. Cragg entertained the entire staff of Cragg Bros. & Co., retail hardware dealers, last week, at dinner at their residence, the occasion being the 21st birthday of their son, Edward. After a sumptuous repast, speeches were made, followed by an address and presentation to the young host, who fittingly responded.

SYDNEY.

Sydney, April 1.—The subject of new industries, which is a springtime event and succeeds the election of a new city council as religiously as the first robin does the departure of the drift ice from the coast, is again with us, with excellent prospects this time of being something more than the pursuit of a mere habit. At least, that is the hope of the citizens of this city, who are, in common with other communities, on the continent, naturally anxious for an improvement in business and the introduction of outside capital.

The latest applicant for concessions is the Illinois Solid Forge Car Company, which has expressed a desire to establish a plant in Canada for the manufacture of pressed steel car wheels, and the representative of which has given the city council to understand that, other things being equal, Sydney would be given the preference by reason of her superior shipping facilities and the proximity of the raw materials. The Canadian concern would be capitalized at $1,500,000, and the cost of installing the plant and the operating expenses for the first year would be about $400,000.

Mr. Shirley, the representative of the company, pointed out that the cost per wheel of manufacturing was: Steel $9; labor, $2; fuel, $1; transportation, $1; royalties, $1; total, $14. It sold for $28, or $35 less than the German article. The plant proposed to handle the Canadian end of the business and would be equipped with a capacity of 100 wheels per day, or 60,000 per year of 300 days. The earnings of the company would therefore be in the vicinity of $840,000, or 210 per cent. of the outlay. He claimed that the figures given were of the most conservative nature, the results of actual tests. With the plant in operation there would be employed about 70 hands, and the payroll would amount to $36,000 annually. He stated that 10 per cent. of the G.T.R.'s business alone was equal to $1,400,000.

The Canadian company was to be owned and operated distinct from the parent concern. Its shareholders, although at the discretion of the underwriters, would undoubtedly be Canadians, and theirs would be the profits accruing from its success.

At a subsequent meeting of the city council it was agreed to grant the industry a free site and exemption from taxation for ten years, when the company is in a position to do business as a going concern and with a Canadian charter. Similar inducements have been offered by the town of North Sydney, and New Glasgow is also making a bid for the industry.

It is understood that Mr. Shirly is

applying for a charter, and that the stock of the new company is to be put on the market as soon as possible. It is also stated that if the Illinois concern decides to locate here another company will be formed for the manufacture of cars.

* * *

At a meeting of the directors of the Marine and General Engineering Co. held the other day it was decided to immediately proceed with the erection of a plant. Negotiations are almost completed for the purchase of a site.

* * *

The McLeod Hardware Co., Ltd., of this city, will shortly open a branch of their business at Glace Bay, where they have secured an excellent location at Senator's corner. They report a vast improvement in business in all lines this week.

* * *

Hagen & Co. have secured the plumbing contract in connection with the Sydney hotel kitchens, recently destroyed by fire and now being reconstructed.

NEWCASTLE, N.B.

Newcastle, March 21.—The oldest hardware firm in Newcastle is that of J. H. Phinney, it being started by Harvey Phinney about 1863. In 1870 J. H. Phinney became a partner, and in 1874 the founder of the business withdrew to Sackville, where until going to Summerland, B.C., to engage in fruit growing, he was employed in the Enterprise Foundry.

Until 1883, Mr. Phinney kept a stove and tinware shop only. He then extended the scope of his business. Three years ago he still further enlarged his store and since that time has doubled his shelf hardware lines.

Since starting in business for himself, Mr. Phinney has seen Newcastle's population increase by 50 per cent. and his own trade has fully doubled. He keeps a full line of stoves, enameledware, oils, paints, etc., and still maintains his tinshop.

* * *

The new tinware factory of the H. H. Dryden Co., Sussex, is now in full working order and employs about 41 persons. Its wares are being marketed all over the Maritime Provinces.

* * *

The work of drilling at the Lepreaux Iron Mines, recently bought by the Dominion Iron & Steel Co., is going forward as rapidly as the weather will permit. By the first of June there will probably be 100 men at work. The company have unbounded confidence in the great value of the property, and will spend a lot of money in development operations the coming summer.

ST. JOHN.

St. John, March 17.—Some discussion has taken place among the hardware dealers of this city with reference to making their retail sales on a cash basis, or at least in shortening up the terms of credit.

There is no doubt that there is a tendency in this direction everywhere. In some other parts of the province, notably in Woodstock, the hardware dealers this year determined to confine their business to a purely cash basis and they have been very successful in doing it. It only requires united effort to bring this about everywhere.

* * *

Ex-Alderman Alexander Rowan hardware dealer, Main Street, who was defeated last year by a small margin in the civic elections, will be a candidate again this year for Lansdowne Ward. The elections will be held in April.

Told by Ontario Correspondents

Guelph Clerks Will Not Receive Half-holiday This Summer — Manufacturers Settle Wire Price Cutting at Ingersoll—London Secures New Industry —Big Demand for Fire Escape at Chatham—Rifle Association Adopts Ross Rifle.

KINGSTON.

Kingston, April 1.—Trade in the hardware line is picking up very nicely in this city, and the general outlook is bright and encouraging from the present standpoint. The farmers are buying quantities of cans and pails, and various other utensils needed at this time of the year in their syrup making and orders for this line of goods are being received daily. The gasoline yacht owners are beginning to get their craft ready for the summer, and a large number of motor boats are being built for citizens, and when the sailors of the "put-puts" get together, their conversation seems to be limited to "cylinders, sparkers and tanks." The agents for the various makes of engines are active with convincing arguments that their particular make is the best, and all the merchants who handle an attractive assortment of motor boat supplies are doing a good trade.

* * *

The Kingston Crescent Wire Works, owned by Frank Partridge & Sons, will remove from their present place of business on King St., to a newly leased one in the western part of the city on May 1.

* * *

James Kenny, formerly with Elliott Brothers, tinsmiths and plumbers, of this city, left on Wednesday for Lethbridge, where he has secured a position.

* * *

Mrs. Sarah A. Hentig, passed away suddenly at her home here on Tuesday at the age of eighty-three years. Deceased was the mother of George Hentig, tinsmith, of this city.

* * *

City Engineer Craig has asked the City Council to appoint a plumbing inspector. He wishes to have an expert plumber given the duties of inspection of the city, as it is impossible for him to find time to act as plumbing inspector, which duties last year had been added to the engineer's duties. Several applications have already been made for the position.

PETERBOROUGH.

Peterborough, April 2.—The announcement is made that the Sandstone Brick Company will reopen their factory for the season about April 15. This company employs about 25 men and has an output of 25,000 bricks per day. The factory is equipped with the most modern machinery and the bricks turned out during the past year are proving popular with the builders.

* * *

By the approval of Peterborough's private bill, before the Ontario Legislature, the ratepayers will have an opportunity to vote on a by-law granting a loan of $30,000 to secure the continuation of the business recently carried on by the Wm. Hamilton Manufacturing Company. This firm was forced into liquidation by the failure of the Ontario Bank, after a standing of 50 years, and has thrown more than 200 men out of work. The machinery is still intact and many of the men have been idle since last autumn waiting for developments. The by-,aw, which also includes a fixed assessment of $10,000, will likely pass, as the citizens generally are desirous of having the industry reopen.

* * *

A by-law to fix the assessment of the Peter Hamilton Company, Limited, which manufactures all kinds of farm implements, was approved of by the Private Bills Committee of the Legislature.

* * *

The completion of the new wing to the St. Joseph's hospital, has been reached. An elevator 7 ft. x 5 ft., extending from the basement to the top storey has been installed by the Otis-Fensom Elevator Company, Limited, Toronto. It is the first elevator placed in a local hospital. The contract for the work was in the hands of James Bogue, a local contractor. The plumbing, lighting and heating was sub-let to F. J. R. MacPherson. About $20,000 are involved in the addition.

* * *

The local hardwaremen and tinsmiths are doing a big business in the sale of sap pails. The season is now on and as Peterborough is the centre of a good sugar making locality, pails and spiles are much in demand. The farmers have arrived at the conclusion that the tapering pail is the better for tree-tapping purposes as it is not so easily blown off.

* * *

Hardwaremen in Ontario and especially in the eastern portion of the province, will regret to learn of the death in Tweed last week of J. M. Robertson. He was one of the best known hard-

waremen between Toronto and Montreal. He was a man with a wide field of experience and technical knowledge in his chosen department of commerce, in which he attained marked success, and was always faithful to the best interests of his native town. The funeral was held in Norwood on Saturday, March 28, the remains being accompanied from Tweed by more than fifty of his fellow citizens. Dr. Robertson, dentist, of Peterborough, is a brother of the deceased.

HAMILTON.

Hamilton, April 1.—It is with sincere regret that we have to record the death this week of Francis Bennett Vallance, eldest son of William Vallance, of the Wood-Vallance Hardware Company, which occurred on Sunday at the age of 38 years. Mr. Vallance had been associated with Wood-Vallance & Company for about 20 years and for many years had charge of the cutlery and sporting goods departments. The deceased was a member of the Hamilton Gun Club and was widely known, particularly among the gun clubs of the province, having shot under the nom de plume of "Ben It." The funeral took place on Tuesday and the store and warehouse of the Wood-Vallance Company were closed so that the employes could attend the obsequies.

* * *

In making the rounds of some of the more important manufacturing concerns this week your correspondent received the one complaint in nearly all of them that there was little business. Some of the manufacturers are seriously dejected over the condition of trade while others take a more optimistic view of the situation, and are placing their hope in the next few weeks to bring about a revision of the conditions. Some of the firms report a slight revival of business and while others have been able to keep their plants in operation they are doing little or no shipping.

* * *

The Canadian Colored Cotton Company closed its plant this week for the purpose of installing a complete set of electrical machinery. About 300 hands are thrown out of work as a result

A company has been formed to manufacture cement bricks, with the object of competing with the new brick combine, which has raised the price of bricks to $8.50 a thousand. The new company claims that it can manufacture the cement bricks for about $3.50 a thousand. If such is the case, the new concern should prove a boon to the city.

* * *

The Public School Board has decided to expend $250,000 on the erection of new schools and the remodelling of others within the next three years.

* * *

W. J. Overend, of Ottawa, has begun an action against Burrow, Stewart & Milne, of this city, for $10,000 damages for an alleged infringement on a patent right of his. The Burrow, Stewart & Milne firm has been making patent currycombs for some time and Mr. Overend claims the exclusive right to manufacture these combs in Canada and has taken out an injunction to restrain the local firm from continuing the manufacture of them and has also instituted the action for damages for those already made. The Burrow, Stewart & Milne firm claims that the manufacture of these combs by them was in no way an infringement on Mr. Overend's right.

* * *

The building permits for March amounted to $96,450, as compared with $815,260 for the same month last year. The big difference is accounted for by the fact that the contracts for a number of big works were let in March last year.

* * *

The annual meeting of the shareholders of the Canadian Westinghouse Company was held at the offices of the company on Tuesday of this week. All of the reports showed that the company was in a flourishing condition and that the past year had been one of the best in its history. The financial report presented by the directors showed that the net earnings for the year ending December 31 was $427,053, an increase of 23 per cent. over the profits of the previous year. During the year the sum of $251,221 was paid in dividends and $200,000 placed in the reserve account for depreciation and $20,000 was placed in the reserve for inventory. The balance carried forward to profit and loss account was $391,284. The announcement was made that the air brake department is now running at full capacity and that the department had shown an increase of 35 per cent. over the previous year. The election of officers resulted as follows: George Westinghouse, Pittsburg, president; H. H. Westinghouse, New York, vice-president; L. A. Osborne, Pittsburg, second vice-president; Paul J. Myler, Hamilton, third vice-president and general manager; John H. Kerr, Hamilton, secretary. Directors: Hon. J. M. Gibson, Hamilton; C. S. Sise, Montreal; George E. Smith and Charles A. Terry, New York; T. Ahern and Warren Y. Soper, Ottawa.

* * *

The congregation of Sherman Avenue Presbyterian Church will erect a new edifice at a cost of $15,000.

* * *

Tenders are being applied for by the city for the erection of a smallpox hospital.

* * *

A three or four storey office building will be erected at the corner of King and Macnab Streets. The Dominion Bank will be the principal occupants of the building.

* * *

The executors of the estate of the late Charles Lenz, formerly proprietor and manager of the Hamilton Whip Company, have appointed J. D. Biggar as manager to carry on the business. The factory has been running full time all winter, notwithstanding the depression in some lines.

GUELPH.

Guelph, April 1.—On the suggestion of Lieut.-Col. MacLean, Toronto, who wrote the local Board of Trade, stating that he had been urging the Manufacturers' Association Executive Committee to visit the city in the summer, the Board unanimously resolved to send an invitation asking them to visit the city.

The Aspinwall Mfg. Co. is a new industry in Guelph in the manufacture of potato machinery for cutting the seed, planting, spraying digging and sorting. Although only established since last September, the company have already shipped their products to Winnipeg, Man., and at the present are loading a car for St. John, N.B., and assembling the machines for another car to Nova Scotia, including a number of local shipments, to various points in the Dominion.

* * *

An important meeting of the Water Commissioners was held on Friday last, when it was decided to call tenders for 21,000 lineal feet of 24-inch salt glazed vitrified pipe. The amount will be about 130 or 140 carloads. Estimates for a high duty and low duty pump, and for the reservoir, were considered, and very likely tenders will be asked for at the next meeting.

INGERSOLL.

Ingersoll, March 31.—The cut prices on coiled wire which prevailed for the past week, were brought to an abrupt termination on Tuesday afternoon, and those who did not take advantage of the bargain days will now have to pay the old prices. It would seem that the strenuous opposition which the local dealers were showing in regard to coiled wire was of far greater import than many in the immediate locality were likely to consider. On Tuesday, at any rate, there was an influx of representatives of wire manufacturers, and during a meeting which they held the local situation was thoroughly discussed. The visitors came quietly and departed in a like manner, but with their departure the cut prices vanished. As far as can be learned, the different hardware dealers, particularly those interested in the price war, were interviewed and an arrangement effected whereby the old prices were to be restored.

As will readily be seen, price cutting has a disastrous effect. The manufacturers find it annoying as dealers elsewhere are likely to become suspicious as to the wholesale prices, and again, it attracts trade from other dealers who are doing an honest business at legitimate prices. Considered in this light it will be apparent that the matter was one worthy of some attempt at a settlement before the result had become too far-reaching and now that the whole difficulty is over the dealers generally are doubtless well pleased.

LONDON.

London, March 31.—Local foundrymen know nothing regarding the rumor circulated in Hamilton to the effect that the stove manufacturers will ask the Government to increase the duty on stoves from 25 to 33 1-3 per cent., to prevent the importation of United States stoves.

* * *

The Ontario Bridge & Pipe Company, of Yale, Mich., has definitely decided to establish a branch factory in London, and has leased a building on Bathurst Street, east of Adelaide. Operations will begin at once, and although but 25

men will be employed at the start, the company expects within a year to employ at least 100 workmen. The advent of the new concern means much to the east end, and shows that, despite the fact that no inducements in the way of free sites are offered, London's advantages as a shipping point are recognized by manufacturers.

* * *

An important device has been invent- by J. Flynn car foreman, of the Grand Trunk Railway, which is pronounced by railway officials to be the most effective apparatus for replacing cars on the track yet brought to their notice. It is the first roller bearing replacer invented, is simple and compact, and is made entirely of cast steel. An opportunity of testing the device was offered a few days ago, when a wrecking gang was sent to Hyde Park, where a car, with a capacity of 80,000 pounds, had become derailed. The new replacer had the car back on the track in seven seconds' time. This is a world's record for the work and Mr. Flynn was heartily congratulated on the success of his invention. It is expected that the Grand Trunk will adopt the apparatus, which will likely be brought to the attention of officials of the roads before long.

* * *

The hardware trade is brightening up considerably, and jobbers and retailers appear well satisfied with the outlook for spring business, the season for which is now open. Jobbers report that many dealers who made purchases earlier in the year are now sending forward repeat orders for goods.

TORONTO.

Toronto, March 26.—The retailers have stored winter lines for the summer months and in their place are displays of seasonable goods, including paints, wire fencing, household utensils, builders' hardware, etc. Dealers called on by Hardware and Metal's representative are looking for a season's business which they expect will prove as great if not greater than that of last year.

* * *

J. Ivory, Queen Street West, stated that last year his business receipts showed an increase of $3,000 over any previous year and the receipts for January and February of this year were $150 ahead of the same period last year. "How is that for hard times?" laughed Mr. Ivory and though a majority of the dealers do not report quite as satisfactory returns for the quiet months, a general feeling of good times to follow prevails. Mr. Ivory, when asked to what he attributed his success remarked that it was careful attention to business. He is a staunch advocate of the Retail Hardware Association and strongly favors organizing a local hardwaremen's association to discuss prices, collections and other matters. Mr. Ivory has occupied the same stand at 682 Queen Street West for over seventeen years and has been a reader of Hardware and Metal for the whole period.

* * *

Samuel Hobbs, hardware merchant, Parkdale, has been a constant subscriber to Hardware and Metal for about twenty years. Mr. Hobbs says the market reports alone are easily worth the subscription price, while the general information he received from week to week, on display, advertising, etc., was very helpful. He is in the habit of marking a copy for the benefit of the clerks, thus drawing to their attention the important general topics discussed.

Mr. Hobbs has worked up a large trade in paints and oils and some time ago found it necessary to instal five Bowser pumps to accommodate the increasing demand for oil.

CHATHAM.

Chatham, March 31.—With the coming of an early spring, seasonable business is just beginning to open up. Most of the hardwaremen are helping it along with seasonable windows. J. C. Wanless has a housecleaning window, displaying pretty nearly everything in the line of housecleaning necessities, including stepladders, oilcloths, floor paints, varnish stains, tacks, and a multitude of other articles. Stephens & Douglas devote their large window entirely to brushes, small and great, adjoining which they have a window given up to a display of ready mixed paints. Both they and Westman Bros. have good bicycle windows, showing not only the machines but tubing, rubber cement, bicycle stands and other appliances. Bicycles, even in March, are quite seasonable in a town which has some seventeen miles of paved streets.

* * *

The peddlers' license question apparently will not down. Following the decision of Judge Dowlin that the civic by-law can be enforced in the celebrated Brodie case, Brodie's solicitor intimates that if the $100 license fee is not reduced, the various peddlers of the city will join hands for the purpose of appealing to the high court to have the by-law quashed. What action, if any, the council intend taking is as yet uncertain.

* * *

Jas. Watt & Son, plumbers, have put up a sign over their place of business, which, so far as colors are concerned, is a distinct novelty, striking sharply away from the straight and narrow path of black and gold, or black and white. Watt's have a yellow front, and the new sign harmonizes. The main portion, contains the firm name in gold and black lettering on a dark yellow ground. A little square of orange at each end is devoted to Standard Ideal plumbing fixtures and Standard Ideal enamelware featured by the firm. The effect is novel and quite tasty.

* * *

Chief Pritchard of the fire department states that fire escapes have been put on thirty-two buildings sice the campaign started last fall. The work has been done almost entirely by local firms.

* * *

J. W. Husband, the Wallaceburg hardwareman, has purchased a lot behind his Nelson Street residence and will move his warehouse there.

* * *

On April 14, the village of Oil Springs will vote on a proposition to bonus a flax mill to the extent of $2,000. Messrs. Willson & Burns, of the Dresden mill, are behind the enterprise.

West of the Great Lakes

Satisfactory Business Prospects in Vancouver—Agitation for Early Closing By-Law at Edmonton—Wall Plaster Plant for Vancouver — Saskatoon Plumbers Want Licenses.

EDMONTON.

Edmonton, March 23.—It seems impossible for the city of Edmonton to get a satisfactory early closing by-law in operation in this city. The leading merchants, the labor unions and the Board of Trade have agitated for it and the council have passed early closing by-laws, but none of them ever stood the test. As soon as a case of violation of this by-law came up for trial it was thrown out on the grounds that the by-law was not legal. The latest move towards an early closing by-law has been made by the barbers of the city, who applied to the council for a by-law compelling all barber shops to close at 7 o'clock each evening, except on Saturdays and days before holidays, But the council had had enough of it and were determined not to pass by-laws that they could not enforce, so they turned down the request of the barbers, and as a result a man can get a shave and a hair cut almost any old time in Edmonton.

* * *

Edmonton is the outfitting post of a large number of prospectors who are preparing to leave for the Findlay river, in British Columbia, on account of the rumors of the great gold strike in that country. Frank M. Anderson, an old Hudson's Bay Company trader, who arrived in the city recently from the Peace river district, said: "There is no doubt that the gold strike in the Findlay river district is real, and in the next year there will probably be a tremendous rush there. The information is spreading very fast and nearly all the people in the north know it now. The first information of the fact was given by John Fox, the Hudson's Bay Co. factor at Fort Grahame, who sent word to the manager of the company at Lesser Slave Lake. He told of grub-staking a man last fall who took out $40,000 before the season closed. The distance from Edmonton to the place where gold has been found is about 737 miles."

* * *

The C.P.R. authorities, it is understood, do not approve of the plans of the new high level bridge, with a traffic floor, between Strathcona and Edmonton, across the Saskatchewan river, as proposed by the city and Government. They want the traffic floor 40 feet below the railway floor, instead of on each side. The negotiations, it is

understood, are now to be taken over by the local Government Department of Public Works, who will press for a traffic floor as previously decided upon.

* * *

J. A. McKinnon, formerly a member of the Northern Hardware Company, of Edmonton, has severed his connection with that firm.

SASKATOON.

Saskatoon, March 28.—A three days curling bonspiel has just been concluded in which the merchants and several other trades and industries competed. One of the trophies was a fine cup- presented by W. Hopkins, of the West End Hardware Store. The merchants put up the best play and came out with most prizes.

* * *

The special spring number has come to hand and hardware dealers are delighted with its general appearance and the high and instructive quality of its reading matter.

* * *

The new City Hotel, which was built last fall, is now almost complete, and will be open for business in a few days' time. The contract work was done by local tradesmen, and proved to be one of the largest jobs undertaken last year. The building is three-storey, with basement, where the sample rooms are situated. The builders' hardware, nails, etc., were supplied by S. A. Clark, Ltd., as well as the electrical fixtures. In the kitchen, a 14 ft. 3 oven Majestic range was set up, a carving and steam table, a plate warmer and coffee urn. The lock sets on the top floors, are lemon finish, with glass knobs. The ground floor lock sets and knobs are finished in antique copper. The electrical fixtures are in brush brass finish. The same firm has also supplied the hardware for the Massey-Harris Company's block of offices and warehouse, as well as for the new Chubb block, now being completed.

* * *

The plumbing of the new City Hotel was done by G. G. Taylor. The work occupied the greater part of the winter, and some extra fixtures had to be installed, which were not in the contract. In the basement a one hundred gallon boiler was fixed overhead in the furnace room. This will be heated by a jacket heater, and will supply hot water to the bathrooms and lavatories. Some difficulty was encountered by the plumber in fixing the closet bowls. A concrete floor was laid down, and in many cases this had to be chiseled away in order to let the bowls in flush with the floor.

* * *

Two or three weeks ago a delegation of master plumbers waited on the City Council with the request that a business license of $25 be charged the plumbers of the town. The members of the Council did not see fit to grant the request, however, on the ground that it might deter plumbers from coming to town. In this connection the following letter has been sent to the local press signed by "A Plumber":

"Regarding the recent delegation of the master plumbers to the City Council requesting a license being fixed on master plumbers carrying on business in the city, I understand there are quite a few who seem to have got a wrong idea against the master plumbers' requesting a license. I should like to say a few words touching on the benefits of this license, both to the city and the citizens. I think the Council look at it from a narrow-minded point of view. First-class workmanship ought to be the first consideration in a growing city. Thorough plumbing by competent men is a safeguard to health. Work done might be passed by the inspector and yet turn out faulty. This has been the case in other cities. A plumber who is established in business in town is not likely to turn out a poor job, he has his reputation at stake. While there is no license to safeguard against bad workmanship, the man on the street may undertake the work of plumbing a house which in a few months may turn out faulty. By this time "Mr. Plumber" has taken up his kit of tools and gone elsewhere. All that the plumbers wanted was a license of $25 or whatever the Council thought a reasonable amount. There is no mechanic who would not willingly pay even $50, provided he could establish himself as a master plumber. It is in the interest of the city and citizens, it is for the safeguard of health that the plumbers seek a trade license."

M. ISBISTER, SASKATOON,

This Year's President of the "Club's" Live Board of Trade.

The plumbers' request seems a sensible one, and would prevent every Tom, Dick and Harry from undertaking a job for which he was not qualified.

VANCOUVER.

Vancouver, March 27.—That business prospects are very satisfactory is the opinion of all the representatives of big manufacturers. The manager on the coast for the Canadian General Electric Company, H. Pim, states that there is no reason for complaint. In January the increase was about fifty per cent. over that of January in 1907, and while February was about even, March business will be about double. The Canada Foundry Company is also looked after from the same office.

* * *

Although it is the first of April, the lumber business has not assumed that activity which was hoped for, but with the advance of summer it is expected that good trade will come. There is a report this morning that one of the large concerns in the city is in financial difficulties. Yesterday afternoon a meeting of the B. C. Lumber & Shingle Manufacturers' Association was held, and among the matters discussed was the action of the Provincial Government in allowing the export of all logs in the water. Representations were made to the Government that money was required, and if the logs were not sold they would become eaten by the teredo, and rendered valueless. Now they are being shipped to the other side of the line, where there is a good demand, especially for cedar, which has been practically unobtainable there. It was also decided at the meeting to hold a public gathering of all those interested in the lumber industry to consider the intention of the Department of the Interior in enforcing clause 12 of the Dominion timber regulations, which makes it compulsory upon holders of Dominion licenses to erect mills and to cut each year a certain amount per square mile from their limit.

* * *

Negotiations are in progress for the erection of a hard wall plaster factory in Vancouver, the product of which is expected to be sufficient to supply the demand in British Columbia to the exclusion of the American manufactured plaster. Messrs. Evans, Coleman & Evans have entered into an agreement with the Pacific Coast Gypsum Company, which has a large plant for the manufacture of all kinds of hard wall plaster at Tacoma, Wash., the product of which is being almost entirely used in British Columbia at the present time, to erect a factory in Vancouver in the near future. The business is growing so rapidly that there will shortly be sufficient market to take care of the product of a medium-sized plant in British Columbia. The raw material will be brought from Alaska. It can be freighted here at $1 per ton, and the Canadian duty of $2.50 per ton will be saved.

* * *

C. P. Shindler, contractor, is contemplating the construction of a large plant in this city for the manufacture of sand-lime bricks. He has just returned from an extended trip through Germany, when he made a special investigation into the sand-lime bricks of that country. Forty-nine places were visited, and

the result has been the gathering of a lot of information which will be valuable in the promotion of his local business.

* * *

J. K. Rebbeck, of Victoria, marine engineer, has been devising a propeller which is an improvement on the old style. One was put on the tug Sea Lion, of Vancouver, and it has given much better speed and power than the one formerly used. Mr. Rebbeck has had considerable success with a number of propellers designed recently by him for British Columbia vessels. In many cases, other makes were first tried.

* * *

A large consignment of machinery has arrived from the Polson Iron Works, Toronto, for the new Dominion dipper dredge, which will be put together at New Westminster.

* * *

F. S. Reynolds, of Vernon, has received a 25 h.p. Case traction engine, which will operate a seven-furrow Cockshut gang plow. This piece of farm machinery has been purchased by a Belgian syndicate and will be placed in operation on their ranch near Swan Lake, in the Okanagan.

* * *

Bayfield & Archibald, of this city, have been retained by the Boston Premier Gold Company as mechanical engineers in connection with the gold dredge recently acquired by them and soon to be put into commission at Lillooet, on the upper Fraser River.

* * *

Barr & Anderson, of Vancouver, have been awarded the contract of installing steam heating systems in the two hotels being built at Prince Rupert by the Grand Trunk Pacific.

* * *

Motor boats are now beginning to put in an appearance on Okanagan Lake, and the Canadian Fairbanks Company sold two marine gasoline engines at Kelowna a week ago.

* * *

The addition of 90x190 feet to be made to the car shops of the B.C. Electric Railway Company at New Westminster, will bring considerable business. The contract for the building is $20,000, but this does not include any of the expensive machinery, nor the automatic fire extinguisher apparatus. Material is now being laid down at the works for five new big inter-urban cars.

* * *

The Burnside Gas Appliance Company has opened business at 1037 Granville Street. The members of the firm are G. Burnside, for three years with the Vancouver Gas Company, and the B.C. Electric Railway Company, and E. T. Clarke, who for a number of years devoted his attention to the producing of natural gas in Ontario, and who is considered an expert in his line. A full stock of gas appliances, such as stoves, water heaters, etc., will be carried.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

New Roofing Paper.

The Brantford Roofing Co., Brantford, wish every dealer in Canada to know the special features in "Brantford Roofing" for 1908. "Brantford Asphalt," for instance, is a very high-grade line, and it will be well worth while asking for samples of this, and "Brantford Crystal Roofing," a new grade, with a crystal finish surface, an elegant material for the roofing of dwelling houses particularly, producing a pleasing effect, and being waterproof, fireproof and weatherproof. "Brantford Rubber Roofing" is claimed to be the most pliable all round material in that class of goods obtainable.

Rolling Mills Products.

The Montreal Rolling Mills Co., Montreal, have issued a revised catalogue and price list for 1908. It is a nicely gotten up book of 163 pages on good paper, with some fine half-tone illustrations of most of the goods turned out by the mills. Each department is kept separate, and with a complete index there is no trouble in locating the new and valuable information regarding count, weights, etc., which the catalogue contains. It is a great improvement on previous lists, and copies of this valuable reference, have been mailed this week to all the customers of the Rolling Mills.

Lawn Mowers.

Taylor-Forbes Company, Limited, Guelph, have recently published an attractive catalogue describing the different lawn mowers manufactured at their factory. The book is interesting and contains seasonable information to dealers who contemplate buying. The catalogue will be mailed on request by mentioning this paper.

Eureka Hangers.

The Forsyth Manufacturing Company, Buffalo, makers of Eureka Hangers for men's coats and trousers, have recently published a number of interesting facts regarding these articles which will be mailed to dealers on request by mentioning Hardware and Metal.

Palmer's Hammocks.

The I. E. Palmer Company, hammock manufacturers, Middletown, Ct., have recently completed a volume devoted entirely to the subject of hammocks and hammock accessories, manufactured by them. Descriptions and cuts of a large range of varieties are shown, which should interest dealers. The catalogue and additional information will be sent to the trade on request by addressing R. N. Scott, 200 McGill Street, Montreal, Canadian representative.

Rapid Auger Bits.

The Rapid Tool Co., Peterborough, Ont., have prepared an attractive booklet describing the special points of their "Rapid" brand auger bits. The bits are made from a special steel and are guaranteed. For additional information and booklet write the above company and same will be mailed free to subscribers.

White Mop Wringer.

The White Mop Wringer Co., Fultonville, N.Y., are offering a display stand with orders for wringers free on request. The wringers are set on the edge of a pail and are guaranteed by the company. For additional information and new catalogue write the White Mop Wringer Co., Fultonville, N.Y.

Chestnut Canoes.

The Chestnut Canoe Company, Fredericton, N.B., have issued their 1908 catalogue, describing the different models manufactured by them and incidentally by a few photo-engravings showing the progress this firm has made during the past ten years. Chestnut canoes are made of canvas lined with cedar. The canoe is guaranteed by the manufacturers and the manner in which the demand is increasing is an argument in its favor successfully advanced by the makers. The catalogue contains engravings of a number of models made and should prove of interest to dealers. A copy will be mailed on request, if this paper is mentioned.

Baseball Score Card.

H. S. Howland, Sons & Co. have issued a handy little sporting goods book showing a line of baseball and football supplies, fishing tackle, etc. This is a line of goods that hardware merchants should give special attention. It takes up very little space or time, and pays a good profit. In connection with their line of baseball goods, Howlands' have prepared a score card which will be distributed free to dealers on request, by mentioning Hardware and Metal.

DAWSON'S WARM WATER SUPPLY

Warming the town water supply is what has to be done at Dawson, in the Yukon Territory. The ground is frozen throughout the year, except for the top two or three feet during the summer, and consequently the water in the mains would freeze were not some means taken to prevent it. This preventive consists of turning exhaust steam from the pumps and extra steam from the boilers into the supply, which is thereby warmed sufficiently for the purpose.

The salesman who acts natural does not have to act at all.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Blacksmith's Coal.

The Latchford Hardware Co., Latchford, Ont., write: "Advise us where we can buy blacksmith coal in car lots at the best prices. Also advise us of the names of some shipping mines from whom we could buy direct."

The Pittsburg Coal Company, Prudential Building, Buffalo, or C. M. Underhill & Co., Prudential Building, Buffalo, can supply your wants. On inquiry, we find the coal in car lots will cost approximately the following scale: $3.80 per ton for coal; freight from Suspension Bridge to destination $2.55, and duty 53c. per ton. In buying from a Toronto dealer the cost would be about 20c. per ton higher.—Editor.

Cast Iron Washers.

Subscriber writes: Let us have the names of firms manufacturing a line of cast iron washers for plumbing purposes.

Taylor-Forbes Co., Guelph; Toronto Bolt & Forging Co., Toronto; John Morrow Machine Screw Company, Ingersoll, and the London Foundry Co., London.—Editor.

Lawn Fencing.

W. H. Braun, Massey Station, writes: "Can you give us the name of firms in Ontario manufacturing iron lawn fences or wire fencing with iron posts?

Canadian Ornamental Iron Co., Yonge St. Arcade, Toronto, and the Dennis Wire & Iron Co., London.—Editor.

Reflex Gas Ranges.

The R. E. Walton Hardware Co., Medicine Hat, Assa., ask for the name of the firm making the Reflex gas range in Buffalo.

Jewett & Co., Buffalo, N.Y., are the manufacturers.—Editor.

Wood Fibre.

The Building Supply and Construction Co., Calgary, write asking the names of firms in a position to supply them with wood fibre.

The following manufacture pulp and can probably supply fibre: E. B. Eddy Co., Limited, Hull, Que.; Hamelin & Ayers, Lachute Mills, Que.; Laurentide Paper Co., Grand Mere, Que.; J. Ford & Co., Portneuf, Que.; Portneuf Paper Co., Limited, Halifax, N.S.; Trent River Paper Co., Frankford.—Editor.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

BRASS and copper tubes, sheets, strips, etc. English manufacturers, knowing Canadian market, require smart, pushing agent who understands the trade for Quebec and Maritime Provinces. Apply, in confidence, with full particulars, to Box 99, HARDWARE AND METAL, 88 Fleet Street, E.C., London, England. (15)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Green wire rack to hold large size rolls, all sizes, also poultry netting rack. Fred G. McBrien, Toronto. [15]

WANTED—To exchange, two Winnipeg city lots, valued at $250, for set tinsmithing tools. Apply Box 89, Vernon, B.C. (19)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION wanted as traveller for Stoves, Furnaces or Tinware. Good connection, first-class tinner. Box 712 HARDWARE AND METAL, Toronto.

A YOUNG lady bookkeeper with four years' experience in retail hardware office, open for engagement April 1st. Highest testimonials. Apply Box 705, HARDWARE AND METAL, Toronto. (13)

WANTED—Position as hardware clerk or travelling salesman, 12 years experience in old country; good references. G. Gardner, 228 Palmerston Avenue, Toronto. (16)

WANTED, by experienced hardwareman, a position in retail store; good references. Box 11, HARDWARE AND METAL, Winnipeg. (15)

HARDWARE Salesman wishes to represent in Saskatchewan or Alberta, hardware, metal manufacture, or stoves, hot air furnaces. Apply Box 714, HARDWARE AND METAL, Toronto. [17]

HARDWARE SALESMAN aged 21, wants situation; 4 years' general experience; good window dresser; willing to start at reasonable wages; location no object. C. Byford, Eglington P.O. North Toronto. (17)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

SHEET metal workers, now is the time to learn pattern drawing, later on you will be too busy. Let us send you and your friends full particulars and sample drawing and instructions. Address The Sheet Metal School, Galt, Ont. (14)

HARDWARE AND HARNESS — Manitoba — Stock about $2,000; good going business; excellent opportunity for tinsmith with small capital. Store building for sale; principals only. Box 14, HARDWARE AND METAL, Winnipeg. [14]

HARDWARE, Stove and Tinware business in thriving town in Ontario, surrounding county thickly settled with good farming community. Stock and fixtures about $6,000 which can be bought on very good terms as present owner has other interests that require his attention. Box 711, HARDWARE AND METAL, Toronto. (18)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED AT ONCE—An experienced hardware traveler for Western Ontario. Apply giving experience and reference to Box 710, HARDWARE AND METAL, Toronto. [14]

SALESMAN wanted for hardware trade to carry good selling side-line on commission; give references Box 906, Galt, Ont. [14]

WANTED—Experienced traveller for iron manufacturing company. Must have good connection throughout Ontario with buyers of bar iron, pipe, etc. Apply stating experience, salary and references, to Box 713, HARDWARE AND METAL, Toronto. (14)

Typewriter Wanted?

The best and cheapest way to secure a second-hand Typewriter is to insert a Want Ad in "Hardware and Metal." The Want Ad will cost you 25 or 50c., but you will probably save five or ten dollars on your purchase.

Condensed advertisements in "Hardware and Metal" cost:

2c. per word, first insertion; 1c. per word, subsequent insertion.

Five cents extra for box number.

SEND MONEY WITH ADVERTISEMENT

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, April 3, Room 511, Union Bank Bldg, Winnipeg

All lines of hardware are moving actively. Orders for spring delivery were delayed by most hardwaremen, but are now coming in quite freely. While the outlook for building by private individuals and firms is not so good as two years ago, the large amount of building being done by the Governments and municipalities in the west is helping out a bad season and is responsible for a good demand for builders' hardware and supplies.

Except for a decline of 5c per gallon in linseed oil there are no quotable changes of importance.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13 $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0, to No. 1, $4,65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90: No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process, list Feb. 1, 1908: Capewell brand quotations on application; "C" brand list prices per box 25 lbs.: No. 4, $5.25; No. 5, $4; No. 6, $3.50; Nos. 7 to 9, $3.25; Nos. 10 to 14, $3. Discounts on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4,75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts, Bolts—Bolts, carriage, 3-16 and ¼, 65 per cent.; 5-16 and ⅜, 60 per cent.; 7-16 and larger, 55 per cent.; bolts, machine, 3-8 and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾; small lots, 2¼; hexagon nuts, cases. 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10 per cent.; copper rivets: No. 7, 29c per lb.; No. 8, 29½c; No. 9, 30½c; No. 10, 31¾c; No. 12, 34c. Copper burrs, No. 7, 39c per lb.; No. 8, 40c; No. 10, 43c; No. 12, 46 cents. Copper rivets and burrs: No. 8, 30½c per lb; No. 9, 33c per lb.

Green Wire Cloth — $1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16. $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1. $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½ per cent.; and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Builders' Hardware, Locks, etc.—All Peterboro and Gurney lines, 45 p.c. discount from list.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾.

Building Paper—Anchor, plain, 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; Jubilee tarred, 84c; Buffalo plain, 60c; Buffalo tarred, 62½c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off; American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge, black, soft, $18; 10 gauge, $22.50; 12 gauge, smokeless, chilled, English, $24; Canadian, $23; 10 gauge, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs. $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder. F.F. keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.50. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8 for cask lots, and $8.50 for broken lots.

Pig Lead—Average price is $5.50.

Lead Pipe—Quoted at $7.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in. $2.70: ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75, 1¼, $32.30; 3½, $40.50; 4, 46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, 11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4,65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box $13.50; ½ box, $7.

Terne Plates—I.C. plates quoted at $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gal. Engine gasolene, in barrels, gal., 24c; f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 62c; Calgary, 74c; Lethbridge, 74c; Edmonton, 75c; boiled oil, 3c per gallon advance on these prices.

Remember the time you applied for your first position—how your voice kind of stuck in your throat, and you couldn't think of the things you intended to say? You knew you looked ridiculous and embarrassed, but you'd have punched the head of any boy that would have laughed at you. It's funny, but some folks who aren't used to shopping, and particularly children, get embarrassed in a strange store. Make them feel at ease—that they are welcome—and you'll hold their trade.

Pflueger's Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department

10 FRONT STREET EAST, - TORONTO

Furnace Profits—

How Do You Stand?

Lots of customers come into your store for a cheap furnace who could be easily convinced of the truth that a good furnace IS BEST, even if the price be a little higher. There's MORE MONEY in talking—and selling—quality than in burdening your customer with an inferior furnace. To make money in the heating business

Get Into a Pease Agency

You can demonstrate to any intelligent customer just how a PEASE FURNACE soon PAYS FOR ITSELF by decreasing the fuel consumption, while always giving satisfactory results in house warming. If you handle only PEASE FURNACES you will never have complaining customers—never lose your profits by having to replace defective parts. Every PEASE FURNACE is individually assembled and inspected before leaving the factory. PEASE FURNACES are the easiest to operate because of their simple and effective construction—no complicated parts to worry your customer.

Let Us Send You

our beautifully illustrated catalogue and trade price list. It will tell you about our various lines, and will show you just how you stand to make

Good, Continuous Profits By Handling Pease Furnaces

Pease Foundry Co., Ltd.

TORONTO

Pease-Waldon Co., Ltd.

WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered by Experts —Discussion is Also Invited on Any Matter pertaining to the Tin Shop

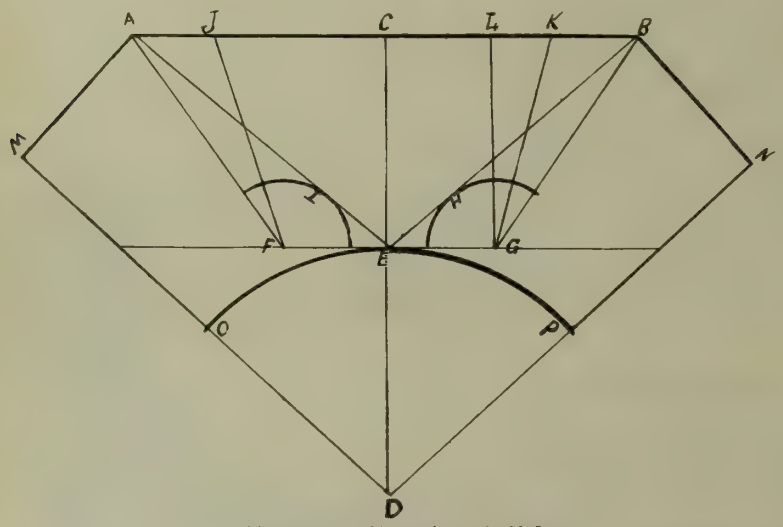
TAPERING PATTERNS.

To describe a pattern for a tapering article, the base to be a rectangle and the top a circle, erect the perpendicular line "C D." Then draw the line "A B" at right angles to "C D." Make "C E" equal to the slant height required and draw the line "F G" parallel to "A B." Make "A B" equal in length to the longest side of the base. Make "F G" equal in length to one-fourth (¼) the circumference of the top. Draw the lines "A F" and "B G." Make "C K" equal to one-half (½) the shortest side of the base.

Erect the line "L G" parallel to "E C." With "F" and "G" as centres and the radii "K L" describe the arc "I" and "H." Place the heel of your square at the point "B" with the blade resting on the highest point of the arc "H" draw the right-angle line "H B N." Then place the heel of your square at "A" and the blade resting on the highest point of the arc "I" draw the right-angle line "I A M."

Set off on the lines "B N" and "A M" the distance "C K" (or one-half the length of the narrow side of the base). Then draw the lines "M D" and "N D" at right angles to "M A" and "B N." With "D" as a centre and radius "D E" describe the arc "O E P." This will form one-half the pattern. Edges must be allowed.

W. M. M.



Patterns for Tapering Articles.

SUGGESTIONS FOR THE DULL SEASON.

In connection with the hardware trade most merchants have a tin shop in the rear of their store. For the benefit of these we would say a few words on tidiness.

During the busy season when all employes are kept busy from early morning until late at night there is some little excuse for leaving an untidy workshop when the day's work is over, but at this time of year when the help have a hard time to put in the hours such a state of affairs is not only unnecessary, but disgusting.

There are positively a number of shops which to the discerning eye of customers have not been swept up for weeks. When work is over for the day, in these workshops, the men drop their tools and leaving them strewn over the work benches and floor, start for home. As a natural consequence, when tools are needed they cannot be found, the effect of which cannot fail to be noticed in the time taken to do the various jobs conceded to the members of the staff. The proprietors are usually fine fellows, but owing in cases to a lack of experience or previous training, they do not take enough pride in the workshop, and even go to the length of sweeping the refuse from the store into the apartment where the majority of employes work.

Have a place for everything and keep everything in its place. This method will be found to work out with telling result for the reason that tools can always be located when wanted, and in addition a larger amount of work may be readily done. From the same point, if the floors are not kept clean a certain extent of valuable stock is sure to be destroyed by dampness or from some other reason, the cost of which will be easily equivalent to any small loss of time spent in keeping the shop and the stock in a tidy condition.

An excellent plan to adopt is to place a series of drawers within reach of each desk; in these, metals used may be stored, and besides being protected they are then handy to the men when needed.

Do you make use of your basement for storing stock? or does it contain an accumulation of odds and ends? Why not fit it up for the storing of all kinds of pipe and other heavy stock. This may be done by employing a couple of your men with hammer and saws for a couple of days constructing racks to fit the various lengths handled.

These suggestions are not aimed at the large dealers, who are old in business, but are meant for the young firms who are apt to forget such an important branch in the rush for new business. An orderly arrangement of stocks makes for economy, as a dealer can use quantities of his left-over materials and again is able to tell at a glance what he has plenty of and what stocks are running low. Last, but not least, a clean, well-ventilated and tidy shop goes a long way to increasing a firm's credit with wholesalers, as the conditions which influence one's customers are largely reflected among a merchant's creditors.

PREPARING FOR FOUNDRYMEN'S CONVENTION.

During the past month very active steps have been taken by Canadian foundrymen in the interests of the convention of the American Foundrymen's Association and the Foundry Supply Association, which is to be held in Toronto during the second week in June. Papers by eminent foundrymen on topics of interest will be given at the sessions of the Foundrymen's Association, and machinery hall and the process building at the Exhibition grounds will be devoted to foundry exhibits. A feature of the exhibits this year will be the fact that there will be a cupola installed which will supply iron for pouring the molds prepared by the different molding machines. At the last two or three conventions some Canadian foundrymen have picked up ideas which they have utilized to excellent advantage in their foundries. This year it is certain that the exhibits will be more complete and better than ever before, and Canadian foundrymen should take advantage of this opportunity of seeing the latest foundry machinery and equipment.

L. L. ANTHES, TORONTO.

Of the Toronto Foundry Co., Vice-President American Foundrymen's Association.

THE LAWS OF DRAFT.

A point the successful stove dealer must thoroughly understand is drafts; he must know what constitutes a good chimney and before connecting a stove should see that it is straight from top to bottom, and is free from cracks or leaks.

If a dealer has a knowledge of these points he will know that if he connects a stove with a chimney that is not eight inches square, and straight from top to bottom, he is taking chances and should be thankful if he successfully escapes all the risks he is taking. A chimney must have height, and if it only runs up ten feet from the stovepipe hole it is but little better than to have no chimney and run the stovepipe up the same height with a suitable cap.

Dealers are poor buyers if not fully conversant with a line they contemplate handling and the flue construction in such cases receives only a secondary consideration if it is examined at all. This is the all-important point, for if the flues around the oven are not of ample and sufficient size at all points the stove will not draw, and no matter how attractive its appearance, the result can only be dissatisfied customers. If you could measure the draft of a chimney with as much certainty as you can measure the diameter of a stove pipe with an ordinary rule it certainly would be a mighty good thing, for there are many chimneys which have a weak draft, and to demonstrate this conclusively to the owner so as to have it rebuilt is a contract of considerable magnitude.

FURNACE PROSPECT BOOK.

J. N. MacGregor hardware merchant and stove dealer, Oakville, has adopted a method for selling furnaces which has been productive of some excellent results. Mr. MacGregor uses a prospect book in which is entered the names and addresses of probable furnace customers. When he hears of a man who intends building a house either in Oakville or the surrounding district he immediately arranges an interview and explains the special features of the line he sells, and if he cannot sell the furnace on the first call he places the name in his prospect book and follows his probable customer with literature and additional interviews.

Mr. MacGregor was a caller at the Toronto office of Hardware and Metal recently, and when talking about the success of his plan he admitted it was the means of selling eight furnaces since the new year and at this date he has nineteen more good prospects on his list to develop.

This plan could be readily adapted by any merchant and if followed up carefully will be almost sure to bear results in selling stoves, cream separators or similar lines.

A few weeks ago a store at Brooklyn, N.Y., published in the corner of one of their ads. a reproduction of an advertisement printed by them forty-two years ago. This idea might be carried out by any store that has been advertising long enough.

The Spring Campaign is on—*A Letter to Sherwin-Williams Agents.*

WE'VE been planning this Campaign for almost a year —now it's on. All good Sherwin-Williams Agents who work with us this Spring should sell more paints and varnishes than they have ever sold before. For this is the best Spring Campaign, by far, that we have ever had. Think of it, millions of people are reading in the leading magazines how they can "Brighten Up" their property with paint and varnish products purchased at your store. We're hard at it now, sending out the Spring Calendar Circular to everyone in your town who expects or ought to paint.

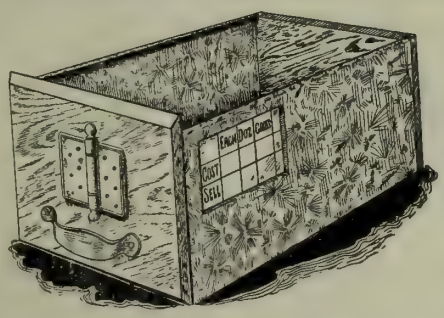
Did you get your March S. W. P. Magazine? You couldn't well afford to miss this issue, it tells all about the Campaign. Have you put up in your window the striking "Brighten Up" Poster, in red and black, that we sent you with this number? It will pay you to use our new "Brighten Up" Folders, too. If you haven't already secured a supply, write us today. Have you secured Newspaper Electros? Can you use Billboard Posters to advantage? Be sure you have Color Cards, Window Cut-Outs, Display Cards, and plenty of goods.

If you missed getting any of these good things, write us quick, it's time now to do business. We want you to have all the ammunition necessary to make big Spring sales, and beat last year in volume of business.

THE SHERWIN-WILLIAMS CO.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

P. S. Any merchant who is not an S-W. Agent can secure some information worth knowing by writing us today.



A Shabby Salesman

belittles the merit of his product. He is actually handicapped in explaining the features of his goods—indeed, he can hardly expect to get a hearing from the man who signs the orders.

Just think over the impression made on you by a traveler when he enters your store. If he is neatly dressed, looks pleasant and appears to have confidence in his goods, the chances are he travels for a good firm, and he will get your attention. Goods sampled on your shelf boxes are

Silent Salesmen

if they have a neat and attractive appearance, they will remind customers of many articles they had not thought of buying. Instal a good system of shelf boxes and there will be no more waste time looking for goods, no more dissatisfaction of customers who will not be promptly waited on.

The STRONGEST and NEATEST shelf box on the market is THE BENNETT STEEL HARDWARE SHELF BOX. It has galvanized steel sides and bottom, and oak fronts, hard oil finish. Having steel sides and bottom, it saves 20 per cent. shelf room over the old wooden box. Each box has a price card fitted into a depression on side, so that you can mark the cost and selling price of goods.

WRITE FOR ILLUSTRATED CATALOGUE AND PRICE LIST.

Cameron & Campbell, Sole Manufacturers, **Toronto**

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The contract for rebuilding the Maple Leaf Flour Mills, Kenora, recently destroyed by fire, has been let, and work will be started at once.

The Manitoba Rolling Mills at Winnipeg started melting and manufacturing bar iron on March 30. During the winter enormous quantities of old iron have been collected from all over Western Canada and a number of men have been employed cutting and getting this ready for the furnaces. The mills will be kept running night and day. New buildings will be erected and more machinery added almost immediately.

Although the council of the Montreal Board of Trade has not committed itself to any definite action, it has agreed to endorse the application of the City of Montreal to secure such charter amendments as will render possible the holding of an international exhibition in Montreal. James Brodie, assistant commissioner of the Canadian Government Exhibition Commission, was present at the meeting of the council and expressed a conviction that with proper aid from the Dominion, Provincial and City Governments, there was nothing to prevent the exhibition from being a financial as well as a national success.

Building Notes.

Herbert Weston will build a brick business block at Saskatoon this year to cost $150,000.

A brick addition will be added to Loretto Convent, Stratford, this year to cost $15,000.

A gas plant is among the contemplated buildings at Brandon during 1908. The cost will be $100,000.

The Natural History Society of Montreal will erect the first storey of what will eventually be an $80,000 building, during the summer months.

The judicial district of which Brandon, Man., is the central point, will build a new court house, costing in the neighborhood of $100,000, this year.

The proposed Normal school at Fairview, B.C., will be started this spring. The cost of the completed building will be in the neighborhood of $80,000.

A new armory to cost $8,000 will likely be built at Durham this year by the Dominion Government. The site for the proposed building is being selected.

The Fernie, B.C., branch of the United Mine Workers of America have started excavation for their new hall and co-operative stores, which will be erected at a cost of $30,000.

A Catholic school will be built at Verden, Ont., this year to cost $50,000.

An Infants' Home, to be under the control of the House of Providence, Toronto, is to be built this year at a cost of $40,000.

The plans for a new post office to be erected at Welland this year are in the hands of the post office authorities at Ottawa. The building will be built of brick and will contain three storeys. The total cost of the building will be $35,000.

That Welland is steadily growing can be seen from the building statistics of last year, which totalled approximately $1,500,000. Prospects for another record season are bright and a number of residences are already under construction.

The preliminary plans for the new Toronto general hospital have been completed and are in the hands of the medical staff. A model of the new hospital is to be constructed from the plans, which will cost several thousand dollars. It is thought that in this way all chance of omitting any important feature will be removed.

Railway Construction.

Six contracts for G.T.P. construction work in the Maritime Provinces and New Ontario were let this week.

The C.P.R. contract for 36 miles of new road between Lethbridge and McLeod has been let to Janso & Macdonnel. The contract price was $15,000 per mile.

It is expected that the G.T.P. bridge at Saskatoon will be completed in two weeks. Construction was completed last week and large gangs of workmen are riveting the different spans.

The G.T.R. propose to build a line from Kingston to Ottawa. This will give the company a direct route from Toronto to Ottawa, and incidentally cut 100 miles off the present route.

The C.P.R. has bonded for $500,000 the large waterfront at Hardy Bay, B. C. The company' is planning the construction of a second line across British Columbia, which would lessen the trip to Japan several hundred miles.

The C.P.R. expect to open their new cut-off line from Sudbury some time in June. This will give a more direct service from Winnipeg to Toronto and will, it is expected, clip between eight and ten hours from the present schedule.

The Imperial Locomotive Works Co., which is an off-shoot of Beyer, Peacock & Co., England, one of the largest locomotive plants in the world, has acquired an extensive site at Lachine, Que., and will construct a large plant there. It is stated that the plant alone will cost $2,250,000, and that 2,000 men will be employed.

T. J. Drummond, president of the Board of Trade, said that while no doubt the Grand Trunk Pacific would build the line sooner or later, it was more likely to be later. Hence the decision to bring the matter to the attention of the Government. He expressed the view that no transcontinental railway could afford to do without the city of Montreal. The line would open up a rich country. Other speakers followed.

Sir Wilfrid Laurier acknowledged the importance of the request, and confessed he would not consider the National Transcontinental complete until connection was made with Montreal, but as to the request for immediate construction it must be remembered that the Government had large enterprises on hand. They must have patience, but they could rely upon the branch being built as soon as possible.

A delegation from Montreal representing the City Council, Board of Trade and Chambre de Commerce, visited Ottawa this week to impress upon the Government the necessity for the early construction of a line connecting Montreal with the main line of the National Transcontinental Railway. Ald. G. W. Sadler presented the resolutions passed by the Montreal city council; George Hadrill, secretary of the Board of Trade, read the petition adopted by that body, and Isaac Prefontaine presented the views of the Chambre de Commerce. The delegation was heard by Sir Wilfrid Laurier, Hon. G. P. Graham, Hon. L. P. Brodeur, and Hon. Sydney Fisher.

Companies Incorporated.

The Artistic Company of Quebec, Limited, has been incorporated with head office at that city, to carry on business as painters, glaziers and paper hangers, and to deal in all lines necessary to their business. The stock capital of the company is $20,000.

The Wilmerhill Manufacturing Company, Limited, has been incorporated, with a capital of $40,000, to manufacture and sell patented articles and general merchandise. The head office of the company will be at Toronto and the provisional directors are F. W. Merrill, E. C. Hill, E. A. Wills, J. M. Langstaff and A. M. Manson, all of Toronto.

The Brant Portland Cement Co., Limited, has been incorporated, with head office at Brantford, to manufacture and deal in portland and other cements. The authorized capital of the company is $500,000 and the provisional directors are Thomas Elliott, W. C. Boddy, J. H. Fisher, Joshua Cook and E. Y. Jackson.

REASONABLE STORE POLICIES.

Success in retailing depends in no small degree upon the habits or customs the merchant establishes among his customers as he does business with them from year to year. With the proper determination it is possible to put into effect any reasonable store policy. It is just as easy to get the customers used to good business habits as to bad ones. Once a merchant makes concessions to a customer from the regular policy and principles of the store the customer is never satisfied afterward unless any concessions he asks are granted. He gets the idea that if he is getting such concessions others are getting concessions of other kinds and he thinks no deal is complete until he has worked for all the concession he can think of. On the other hand, if the merchant stands pat on a reasonable policy, he soon gets the enviable reputation of dealing with all people alike. Then he is in a position to be absolute master of his own business and more of a master of his own destiny in that community than would be possible otherwise. And this is not so difficult as many merchants think.

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT.

A. C. LESLIE & CO.
Limited

MONTREAL

Barn Roofing

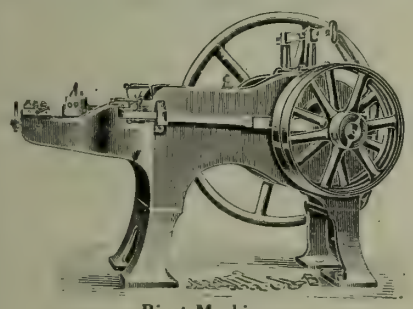
Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

45



Rivet Machine

ED. BRAND ENGINEER,

'THE' Wire Working Machinery Specialist

35, Shakespeare Street, MANCHESTER, England.

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving.

Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c.

Plants working in all parts of the world.

Experience extending over many years in the Wire Trade.

CORRESPONDENCE SOLICITED

Mention Hardware and Metal when writing.

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

Hammer the Hammer — Accidental Discharge Impossible

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

TACKS

Now is the time to sort up in this line.

Consideration of quality is essential in doing so.

Our TACKS are made from the best material—heads well made and uniform—points sharp and clean cut.

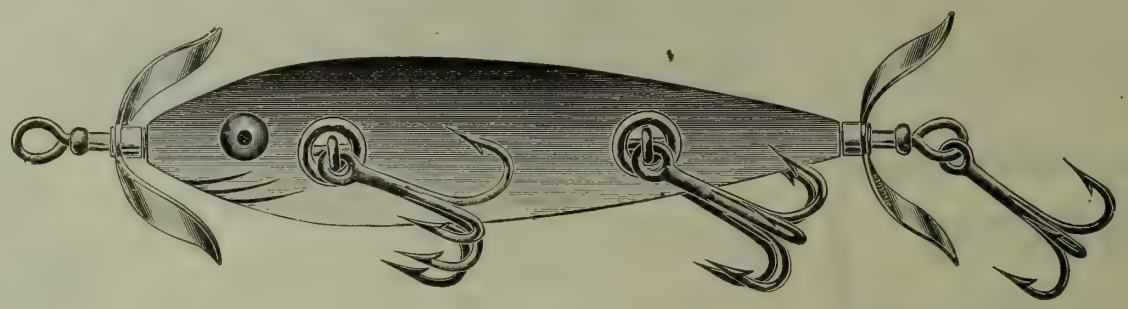
We make all kinds of Tacks, and can ship promptly.

THE MONTREAL ROLLING MILLS CO.

Novelties and New Goods

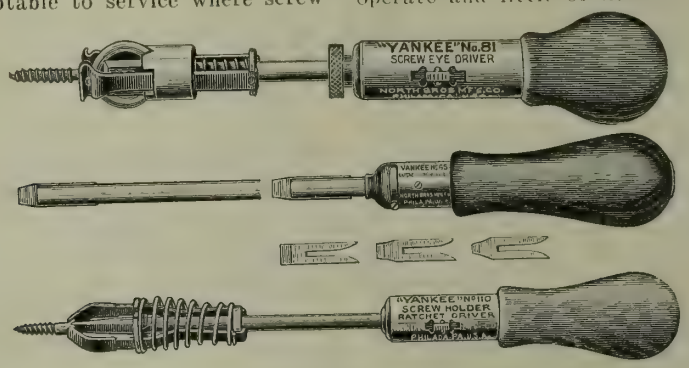
IMITATION BAIT.

The Enterprise Manufacturing Company, Akron, Ohio, are this year introducing some new and remarkably attractive specimens of imitation bait. the body of the Monarch brand minnow, a cut of which accompanies this notice, is wood. They are made in a variety of colors and are adaptable for either deep water or surface fishing. The minnow is fitted with a detachable hook arrangement and the enamel is guaranteed not to chip or peel off under the most severe usage. The wooden bodies are made from selected stock and are carefully shaped. They are coated with an elastic, indestructible waterproof porcelain enamel and the spinner and hooks are nickel plated. Price lists and descriptive matter will be sent to dealers on application by mentioning this paper.



YANKEE TOOLS.

North Bros. Manufacturing Co., of Philadelphia, have brought out several new styles of "Yankee" tools this spring which should interest dealers. Among this company's new tools is the rachet screw eye driver, magazine ratchet screw driver, ratchet screw driver with screw holder attachment and two different attachments for use with the above drivers which are useful to mechanics. The ratchet screw eye driver is a tool adaptable to service where screw eyes have to be driven frequently. The attachment makes it possible to drive screw eyes rapidly and as it works automatically the screw eye can easily be driven down flush with the object. The tool is equally valuable for taking out screw eyes, and is especially valuable where only one hand can be used.



Another variety of the ratchet screw driver has a screw holder attachment consisting of two jaws fastened to a head at one end, a ring to limit spread of jaws at other end, and a spring to operate the jaws. When not in use the attachment is so constructed that it slips back on the handle and does not interfere with the use of the tool.

The magazine ratchet screw driver is a tool the special features of which are interchangeable blades and a magazine in the handle to hold them when not in use. The blades are made of tool steel and the lock vise of the handle, to which they are fitted, holds them rigidly in place. As is the case with the other drivers the ratchet movement is to the right, left, or rigid.

ELECTRIC WINDOW SHADES.

An excellent piece of mechanical ingenuity has been displayed by the Martel-Stewart Co., of Montreal, assisted by Benjamin Hughes, electrical engineer, in the installing of electric window shades in the new Physics Building of Toronto University. The window shades, 10 in all, are put in use by the simple closing of a switch. To get this result 200 parts are required to each shade, with separate motor, reducing gears, and brakes. The whole made a most important contract.

The advantage of electrically operated blinds are many. It does away with the necessity of cords and pulleys which are forever getting out of order, and are great time savers in darkening or brightening rooms quickly. Once installed there is practically no cost to operate and little or no wear.

QUEBEC'S TAXATION LAWS.

Hon. Mr. Gouin, Premier of the Province of Quebec, has promised that there shall be some amendment of the taxation imposed upon commercial bodies and insurance companies during the past few years by the Quebec Government.

A delegation of the Montreal Board of Trade, comprising amongst others, T. J. Drummond, president, and Farquhar Robertson, first vice-president, waited upon the Premier, and the Hon. W. A. Weir, Provincial Treasurer, in Montreal, and brought forward a memorial from the council stating that the reasons for the increased taxation of commercial corporations having become nullified by the securing from the Dominion Government of a large increase in the subsidy, and the improved state of the revenue, the commercial tax should be abolished or greatly reduced.

In commenting on the subject, Mr. Drummond said that the argument of the council was that because a large company was doing business in the province, it should not be overtaxed. These companies were the means of circulating large sums of money in the province, and assisted a great many people of all classes to pay their own taxes.

The Premier stated that he could not promise that anything should be done during the present session, but he would promise that the system of taxation should eventually be changed, and in such a manner that would prompt the board to say that the Government had acted for the best.

NEW AGENCIES ESTABLISHED.

In spite of a supposed dullness of trade the hardware manufacturing plant of the Taylor-Forbes Company, Guelph, has been running with a full staff and even with overtime in some departments have been unable to keep pace with orders in hand. The demand for their products is steadily increasing, and year by year their plant and business connections are growing larger. One strong policy maintained is that of producing only goods of high quality and under no consideration to lower this to meet the competition of cheaper lines. John M. Taylor, president of the company, has a particular hobby of making a study of factory costs, and the success he has made in his own factory has made his services in demand as an authority on this line. In producing high-class goods it is necessary, of course, to know full details regarding each process through which the articles go.

The latest development in the company's affairs is the addition of agencies at Victoria and Calgary, making in all ten branches and agencies they now have in Canada from coast to coast. As an aid to the prompt distribution of goods this executive force is very important. As agent for Victoria City for general hardware and lawn mowers, J. B. H. Rickaby has been appointed, while the Barnes Company, Limited, have been made general agents for Alberta and Saskatchewan, with headquarters at Calgary.

News of the Paint Trade

IMPORTANCE OF FINE GRINDING.

Walter J. Pearce in "Practical Talks to Practical Men," published in the Decorators' and Painters' Magazine, takes the position that paint cannot be too finely ground for the priming coat. Oil, he says, is the real protecting agent in the paint. It is more than a diluent. It is an agglutinous weatherproof cement that holds the particles of color together. The pigment may, or may not, be protective at all, though most of the metallic or mineral coloring matters are decidedly so, and if they could be laid in solid sheets would be as weatherproof as the oil. Many, however, are merely coloring matters that have no value as protectors from the elements, but simply color the oil, which is the real paint.

In very few instances does any chemical action take place between the oil and the particles of color or pigment. In some the oil saturates them, but in many others it merely surrounds them, and as it sets locks them in, just as the stones in concrete are surrounded by the cement.

We see, therefore, that, given a porous ground such as deal or pine, if the pigment is not very fine the oil will penetrate and leave the pigment upon the surface detached and loose, in just the same manner that pebbles mixed with thin cement, and the mixture put upon an absorbent roadway, would remain unattached to each other, because the connecting cement had been all sucked out of the mixture into the ground.

If we now consider the purpose and object of priming as being to stop suction and provide a hold for the painting, we see at once that the coarse color would not accomplish this end, as the part left on the surface as a key would be separated from the part that had sunk in, instead of being a continuous part of it.

It is, therefore, quite obvious that the priming coat especially should be finely ground in order that the paint particles may not be separated from the oil in which they are ground. We shall then have the paint properly penetrating the new wood instead of oiling it only, and if properly painted enough of it will be left on the surface to hold the succeeding coats firmly.

In the case of those pigments, such as white lead, that are presumed to have some chemical action with the oil resulting in affinity, it is equally clear that the finer the particles are ground the more rapid and complete this action will be.

It is a remarkable commentary on the thoughtlessness of master painters that scarcely any goods are returned because of insufficient grinding. Grinding is one of the things that costs money and takes time, and machine-grinding to be effective is a very slow process indeed. Besides this—without in any way accusing paint manufacturers of such a fault—it is quite plain that finely ground paint will cover more ground and spread and cover better than coarser material.

For stainers the power of coloration is doubled and trebled by very fine grinding. It is not exaggerating to affirm that one pound of yellow chrome in a dry form, rubbed up in turps under the palette-knife, equals no more than one-half in effective staining power of a properly ground chrome in oil.

Rough color of a gritty nature does not assist in building up a solid coat of smooth finish. With such color it is quite impossible to produce good body and clear solidity of hue.

The effect of the use of improperly ground pigments also materially reduces the life of the work. If ground into a perfect homogeneous paste with the oil the surface of the paint and its thickness will be alike in power of resistance; but if the thickness of the protective coating contains lumps of soft or hard metallic substance merely encased in oil, the action of the atmosphere upon these lumps will ultimately break up the paint and it will become pervious to moisture.

TO TEST LINSEED OIL.

To determine whether linseed oil has been sufficiently boiled, dip into it a piece of well-sized paper and hang it up to dry. If the boiling has been imperfectly done the submerged portion of the paper will remain greasy, while if this is properly done no mark will be left by the thumb and finger when placed against it. The surface of the paper will have somewhat the appearance of having been varnished.

LISTEN !

If you want to stock the varnish that will bring customers back to your store for more varnish, and tell their friends where to get good varnish.

That varnish is undoubtedly

Elastilite Varnish

FOR OUTSIDE OR INSIDE

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

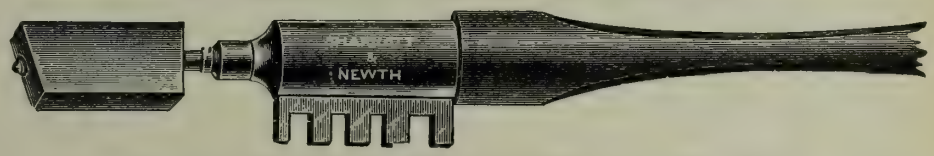
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Paint and Oil Markets

TORONTO

Toronto, April 3.—Trade as predicted last week has experienced a revival which is being felt alike by the jobbers and retailers. The bright spring-like days and the change in the month have been responsible to a large extent for the improvement in conditions noted. Spring shipping has opened up with a rush, and, consequently, business which has been unusually quiet for some time shows a remarkable improvement. The orders coming at present are increasing in volume, and among the retailers the call for prepared paints is becoming active again.

Linseed Oil—Shipping has received a start during the week and large quantities are now en route. At the present time oil is in demand and prices are firm. Stocks are improving and there seems small probability of any scarcity for some time. We continue to quote: Single barrels at 60c, 2 to 4 barrels 59c. Add to this 3c for boiled oil.

Turpentine—The situation of the turpentine market points to manipulation at the southern source of supply. At present oil costs 74c in carload lots laid down in Toronto. Jobbers have, however, not raised prices since last week, and though stocks are limited and the demand is growing, we still quote 78c for single barrels. If prices do not decline in the South during the week it is probable that turpentine will advance to between 80c and 85c.

White Lead—White lead is again in demand, stocks are in good shape and prices are firm. Orders are assuming healthy proportions and a good season's business is anticipated. We continue to quote: Pure (Government seal), $6.25, No. 1 $6.

Red Lead—Conditions remain unchanged and though at present prices are firm, some jobbers are shading prices in anticipation of foreign supplies when navigation opens. We quote: Genuine, in 100-lb. kegs, $5.75; Genuine, in 560-lb. casks, $5.25; No. 1, $5.

Petroleum—A good demand exists throughout the country and quotations are unchanged. We quote: Pratt's astral, 17½c; water white, 15c, and prime white, 13½c.

Shellac—Shellac is in demand and a large general call for small lots is coming to hand. There is no change in quotations at present. Prices are as follows: Pure white, in 5-gallon lots, $2.25 to $2.50; pure orange, $2 to $2.15, and No. 1 orange, $1.90.

Glass and Putty—Glass is being booked in satisfactory quantities and shipping has received a start. Putty is experiencing a good inquiry and prices are firm. Quotations remain. Bladders, $1.95 per 100 lbs.; less than barrels, $2.10 per 100 lbs.

Varnish and Floor Stains—These lines for interior decoration are becoming stronger and at present there is a strong demand for carriage and furniture varnish. The demand is increasing in volume each week, and prices continue firm.

MONTREAL.

Montreal, April 3.—The better feeling noted last week has continued, orders having come in quite freely and of considerable volume. Manufacturers now expect very good business during April and May, as travelers report stocks light throughout the country, which the advent of spring will necessitate immediate replenishment.

Turpentine—Owing to the manipulation of certain large holders, there has been a very strong advance in the South, but locally the price has only gone up halfway. It seems evident, therefore, that if no reaction occurs in the States, a further advance must take place. We now quote: 75c for single barrels, an advance of 3c.

Linseed Oil—This article has become easier. The demand is fair, and stocks seem ample. A cut of 1c per gallon has taken place, but in view of the heavy booking going on for future delivery, prices should strengthen again. We now quote: Raw, 1 to 4 barrels, 54c; 5 to 9 barrels, 53c; boiled, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c.

Ground White Lead—A fair amount of business has been done, and inquiries are increasing. The stiffening of the metal market has probably tended to stimulate buying. We make no change in quotations at present. Government Standard, $6; No. 1, $5.75.

Red Lead—Trade has been quiet, and there is no change in quotations. The market, however, has an upward tendency in sympathy with lead prices: Genuine red lead, in casks, $5.50; in 100- lb. kegs, $5.75; in less quantities at $6.50 per 100 lbs.; No. 1 red lead, casks, $5.25; kegs, $5.50, and smaller quantities, $6.25.

Colors—These lines continue in good demand, with no change in prices. Window blind greens, vermilion, ochre, and gold seem most prominent in the shipping. Prospects generally, especially in the Lower Provinces and Ontario, are very good.

White Zinc—The demand is increasing in sympathy with other lines. Quotations are steady at: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc ground in oil we still quote at.. Pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—Varnishes are becoming more active, although the trade so far is only nominal. A good demand is anticipated for house varnishes of all classes. Varnish gums continue steady and firm, while shellacs have stiffened again.

Putty—This article is not in so heavy a demand as is usual at this time of the year, but prices remain firm: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

The Best of References

If you want a "steady-sale" agency for the best paint made in Canada.

Send us a Postal Card to-day asking for our Co-operative Sales Method Pamphlets, entitled "1st Reference" and "2nd Reference."

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Sole Distributors for Western Canada
MARSHALL-WELLS CO., WINNIPEG

ESTABLISHED IN 1796

English Varnish
For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

Buy ordinary green paint, put it on the shutters or blinds of your house.

In one month you can't tell what the color is.

On the other hand

LUCAS'
IMPERIAL
FRENCH GREEN

Will cover nicely, retain its color and brilliancy of hue for several years. Buying it at the beginning means money and time saved. Write for color cards and prices.

JOHN LUCAS & CO.,

Dept. O

328 Race Street, PHILADELPHIA, U.S.A.

PAINT ADVERTISING.

Do you realize that advertising is a salesman, working for you twenty-four hours a day and seven days a week? asks an exchange.

You arrange the affairs of your store so that your salesmen can work to the best advantage; do you do this with your silent salesmen—your advertising matter? To put it plainly, every piece of advertising matter sent you by your manufacturer costs something; it is prepared and sent to you to accomplish some definite, specific purpose. If you are not using it wisely and to the best advantage, you are causing your manufacturer needless waste and what is of more consequence, you are wasting an opportunity to increase your own business on profitable lines.

As a demonstration—suppose you have every piece of paint literature and advertising matter in your store (which is not displayed or placed where it is accessible and working for you) collected and put in one pile where you can see just what it amounts to.

You and your manufacturer are to be congratulated if such a demonstration does not unearth a miscellaneous lot of color cards, show cards, practical literature, etc., all a part of your selling organization, which have become soiled and practically worthless, due to being put away carelessly "any old place" when received and then forgotten.

You wouldn't do this with a shipment of paint, yet the advertising matter is of more ultimate value to you as its proper use means doubling—yes, tripling—the sales of the goods it advertises if you use it right.

People like to trade in a prosperous looking store! Doesn't your front need brightening up? Wouldn't a coat of enamel, stain or paint make your counters, shelves, walls and ceilings inside more inviting? How does your window look? Does the passerby get a good or bad impression from it? Do you change it often and make it interesting? Does it drive away the "Blues" or does it create "that tired feeling" when your friends and customers see it? Does your window advertise you or does it drive trade to your competitor?

PRESERVATION OF IRON BY PAINT.

L. M. Stern in an article on the above subject in the Metal Worker says that a basis whereby deductions may be made to approximate the average thickness of a coat of paint on a smooth, flat surface, which does not absorb any of the paint, may be readily calculated in the following manner:

A legal standard United States gallon contains 231 cubic inches, and if one gallon of paint is spread over a surface containing 231 square feet, the wet paint will average 1-144 inches thick.

In like manner, should the paint be spread twice as far and cover 462 square feet to the gallon, it would be 1-288 inches, which thickness can be compared to the thickness of leaves of a book having 288 pages to the inch. Now when the paint is dry it will either thicken or become thinner—the former if a linseed paint and the latter if a volatile oil varnish paint. Therefore allowance should be made accordingly.

Mr. Stern expresses the opinion that a protective coating averaging less than 1-144 inches thick is not sufficient protection to a metal surface exposed to any class of exposure intended for long service, and that 1-72 inch is not necessary in any case where high-grade material is used.

WILL ASK FOR TENDERS.

Eusebe Tougas, proprietor of the firm of P. D. Dods & Co., manufacturers of paints and varnishes, Montreal, whose death we recorded some time back, having left no will, A. L. Kent, of Kent & Turcotte, accountants, Montreal, has been appointed sequestrator of the estate by the Superior Court judge on the petition of Mrs. Tougas. Tenders for the whole, or part, of the assets will eventually be called for. In the meantime the business is being carried on. It will be remembered that fire recently gutted the business premises in McGill Street.

SPRING DISPLAY OF BRUSHES.

Now is the time for the hardware trade to get busy and make a spring display of painters' brushes and household cleaning brushes of all kinds. Do not wait until the season opens, get busy now and take your orders for later delivery. Make your local advertisements read, "Goods ordered now will be kept until wanted." The Boeckh Mfg. Co. offer to supply electros free and other manufacturers will probably do likewise.

If there are any painters among your customers get them interested in your line before the rush comes. If you have any steamboats or dredges wintering in your harbor look up the captains or chief engineers before the ice breaks up, there are many lines they will want before time arrives to leave your port. In these strenuous times for trade it is important to go out and look after new business as this class of business usually goes to the man who goes after it.

It is said that a good paint for galvanized iron or zinc is a mixture of lampblack and linseed oil; that it will not flake off, but wears out by slow attrition.

HE GOT A REPLY.

Several years ago a country merchant drove to Buffalo to buy from a wholesale firm a bill of goods for his store. After coming down-stairs and while waiting for his goods to be packed, he noticed several men using the speaking tube.

After a while his curiosity got the better of him and he asked the proprietor what that thing was. "A speaking tube," said the proprietor. "Speak to some one up stairs and see how it works."

"What will I say?" said the dealer, going over to the tube.

"Oh, say anything you like."

"Hey! Are the goods Mr. Parsons, of Williamsville, ordered, ready?"

"Yes," said the man up stairs, "the goods are ready, but we are looking the old skinflint up. We think he is kind of shaky."

¶ Notwithstanding the enormous and gratifying increase in our output of Ready Mixed Paints, there is still a brisk and lively demand for our popular and reliable brands of White Lead.

¶ It is conceded by all practical painters and unbiased judges, that the highest standard of excellence in White Lead is represented by the world-famous "Elephant."

¶ Ample stocks are held ready for immediate shipment at the Canada Paint Company's factories in Montreal, Toronto, Winnipeg.

¶ The only genuine "Decorators' Pure" is also made by the Canada Paint Company, Limited. It has a wide sale and carries the guarantee of the White Lead Association as the Hall Mark of purity.

¶ The CANADA PAINT COMPANY, Limited, grinders of White Lead and Snow-white Zinc.

SHOUT IT OUT!

Dealers in Ramsay's Paints! Shout out your wares. We don't mean to stand at your door and yell it, but that quiet persuasive manner that means as much as a shout. Let people see what you have! Make a window display! You know you have in

Ramsay's Paints

the very best paints that are made in Canada. If you didn't know it you wouldn't have them. You know they pay you a profit and they are easy to sell, because they are well advertised and they are good paints. Let your customers know the price is right. Be proud of what you have. Push Ramsay's Paints for business and profits.

Every dealer should have Ramsay's Catalogue.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 Paint Makers

YOUR SPRING PAINT BUSINESS
will be all the brisker if you handle

New Era Paint

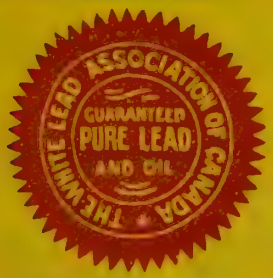
Every can is a splendid advertisement for you. Every can you sell will help to sell more, because every can demonstrates that New Era Paint is economical, easy-flowing, right in color and durable.

SEND FOR COLOR CARDS AND PRICES

Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

WHITE LEAD BUYERS, ATTENTION

205 ST. JAMES STREET



CANADIAN STANDARD

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

John Heyde
Accountant and Trustee
Secy. of the Association.

MONTREAL 479001

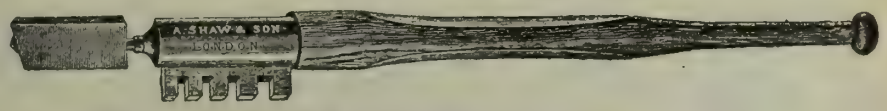
THIS LABEL GUARANTEES THAT THE CONTENTS ARE UP TO THE GOVERNMENT STANDARD

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

Two Essentials of Good Paint

are purity of materials and thoroughness in grinding and mixing. We have chosen to excel all other paint manufacturers in these respects, and can afford to do so because we do not spend our money on extensive advertising. We put it into the paint instead. This test will prove it: Paint a clean board with one coat of Moore's then do the same with other brands and compare results. You will find that

Moore's Pure Linseed Oil H.C. Paint

is much higher in quality—though lower in price

Another of Our Leaders is MURESCO

the wall finish which brings you the Painters' Orders. Decorators from all over Canada have sent us unsolicited letters assuring us that Muresco excels any other line of wall finish on the market. **Send To-day for Our Color Cards.**

Benjamin Moore & Co., Limited

New Office and Works: Toronto Junction, Canada. New York, Chicago, Cleveland, Carteret, N. J.

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.

A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

Try Our Plan

If you want an easy seller try a well advertised article; something people know about and that has an already established value in the minds of prospective purchasers. Something they are looking for and something they will be satisfied with after they get it.

Martin-Senour Paint

is well advertised—that's our plan—that's the way we help our dealers and that's why handlers of Martin-Senour Paint are busy—we are constantly advertising their goods. **Martin-Senour Paint** pleases—that means repeat orders. Well pushed, well known, well liked, there you have it in a nutshell. Just write and ask us to explain how we can make our plan fit your case and help you

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication will be begun shortly in Hardware and Metal and will run for several months. Special subscriptions will be taken during the time it is running, at $1.00. Of course, regular subscribers get it without extra change. We would appreciate very much our readers drawing the attention of commercial travelers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

A salesman of experience realizes that ideas —practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.

MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin $1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,
Subscription Department,
10 Front St. E., Toronto:

Please send me Hardware and Metal regularly during the time you are running "Men Who Sell Things.'

.....
Name.
.....
Street.
.....
Town.

The Roofing House of Canada

Leading lines of the reliable goods

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

April 3, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 10
Hallett'	0 10

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates, 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	9 00
" " 2 "		9 10
" 2½ "	10 50	12 00
" 3 "	12 00	13 50
" 3½ "	15 00	16 70
" 4 "	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 1 'c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 23
" seamless base	0 23

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	14 00
Cut lengths, round, bars, ½ to 2 in		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		30 00
Braziers' (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base	0 23	0 24

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets		2 75
All bright "		3 75
Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22 - 24	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	22 00
Middlesboro, No. 3 pig iron	20 50	21 00
Summerlee, No. 2 "	25 00	24 50
Carron	25 50	....
Carron No. 3	20 75	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1	....	24 50
Radnor, charcoal iron	30 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	2 00	2 20
Forged iron	2 15	..
Refined " "	2 25	2 75
Horseshoe iron "	2 25	2 75
Band iron, No. 10 gauge base	2 10	2 50
Sleigh shoe steel	2 05	2 30
Iron finish machinery steel (domestic)	2 10	2 30
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 05	2 50
Sheet cast steel	0 15	0 15
Toe calk steel	2 50	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	....	0 08
Corona tool steel	....	0 06½
Silver tool steel	....	0 12½

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 50 $35 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., Famous (equal Bradley) I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	4 10	4 00
Bar, "	4 50	4 35
Sheets, 2½ lb. sq. ft., by roll	6 25	6 25
Sheets, 3 to 6 lb. "	5 75	6 00

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 00	5 25
Domestic	4 75	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass	0 11	0 10
" yellow brass	0 08	0 08
Light brass	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate	12 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, discount 50 per cent.
Fuller work, 70 p. c.; basin cocks, 75 p.c.
Flatway stop and stop and waste cocks, 50 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	2 00
No. 4 " "	"	1 80
No 7 Fuller's	"	2 00
No. 4½, "	"	2 15
Patent Compression Cushion, basin cock, hot and cold, per dcz.,		$16.20
Patent Compression Cushion, bath cock, No. 2208		2 35

Square head brass cocks, 50; iron, 55 p.c.
Thompson Smoke-test Machine $25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon. Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 30	¼ inch	3 30
⅜ "	2 47	⅜ "	3 30
½ "	2 72	½ "	3 57
¾ "	3 65	¾ "	4 84
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 52	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 16	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 56	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers per 100 lb.	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	0 40
2-lb. or over "	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 09
Chrome yellow "	....	0 15
Golden ochre "	....	0 10
French " "	....	0 08
Marine black "	....	0 40
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15

GLUE.

Domestic sheet	....	0 10
French medal	....	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	....	0 24½
25-lb. drums	....	0 25½

PINE TAR.

½ pint in tins per gross	...	7 80
" " "	....	9 60

PIGMENTS.

Orange mineral, casks	....	0 08
" " 100-lb. kegs	....	0 08½

CLAUSS BRAND DOUBLE SWEDGED BLADE POCKET SCISSORS

Fully Warranted

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and nicely nickel plated.

The Clauss Shear Co., :: :: Toronto, Ont.

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
P. D. Dods & Co's "Island City"		1 50
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 25	2 50
Fine orange	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal	....	0 13
Water white "	....	0 15
Pratt's astral "	....	0 18
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 17	0 21
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 75	0 78
Linseed Oil, raw	0 54	0 60
" " boiled	0 57	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	....	6 00
No. 1 Canadian	....	5 75
Munro's Select Flake White	....	6 25
Elephant and Decorators' Pure	....	6 25
Tiger Pure	....	6 25
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	7 25
"Anchor," pure	....	6 15
Ramsay's Pure Lead	....	6 25
Ramsay's Exterior	....	5 75
"Crown and Anchor," pure	....	6 50
P. D. Dods "Island City" pure	....	6 50
Sanderson Pearcy's	....	6 25
Robertson's O.P., lead	....	6 25

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	....	5 25
Genuine, 100 lb. kegs, "	....	5 75

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 55	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 70
Gilders bolted in bands	....	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	....	0 08½
No. 1, " "	....	0 07
No. 2, " "	....	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No. 1	....	0 90
" " union	....	0 80
Light oil finish	....	1 40
Gold size japan	....	1 80
Brown japan	....	0 95
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 80
No. 1 "	....	2 50
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal	....	2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish	....	2 00
"Kyanize" Interior Finish	....	2 40
"Flint-Lac," coach	....	1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.	....	2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt per ton		55 00
Heavy Straw Sheathing per ton		40 00
Dry Surprise		0 40
Dry Sheathing per roll, 400 sq. ft.		0 32
Tar " " 400 "		0 40
Dry Fibre " 400 "		0 50
Tarred Fibre " 400 "		0 60
O. K. & I. X. L. " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels per gal.		0 15
Roof " small packages "		0 20
Refined Tar per barrel		4 00
Coal Tar "		3 50
Coal Tar, less than barrels per gal.		0 15
Roofing Pitch per 100 lb.	0 75	0 80
Slater's felt per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		42 50

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood	....	3 40
"Iron Clad" cotton	....	2 10
Iron Clad" paper	....	2 15
wood	....	2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00	
Stable pavers, 12"x8"x2", ex wharf	50 00	
Stable pavers, 9"x4½"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	

Light T and strap, discount 65 p.c.

Screw hook and hinge—		
under 12 in. per 100 lb.	....	4 75
over 12 in. "	....	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	....	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz.	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.

Canadian, discount 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean. per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40	
" " 2, "	4 80	
Barrel Underhill	5 05	

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English .....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.		
Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
Cut Sets. "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, nominally 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	5 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00	
" pointing, 924x5.....	2 10	

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Searns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)		3 25
" " 1½ x 3-16 in(100 ft)		4 75
Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	9 00	
" " ½ " .... "	10 00	
" " ⅝ " .... "	12 00	
Leather, 1-inch .....per doz.	4 00	
Leather, 1¼ " ..... "	5 20	
Web..... "	2 45	

HOES.

Garden, 50 and 10 per cent.

Planter..... per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz	1 42	3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $3.60; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise..... 4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅝ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in. $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	
" iron ..... "	4 25	

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent, Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Empire hockey sticks, per doz ..	3 00	3 50

CUTLERY AND SILVER-WARE

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

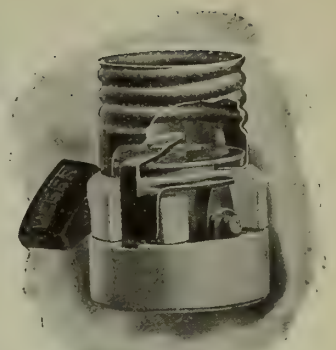
MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL



SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.	6 50	
Lift Tubular and Hinge Plain, "	4 75	
No. 0, safety "	4 00	

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Palm globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 35 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and '900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 13½
"British" Manilla	0 11
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ½ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09
" double	0 19
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¾
500 " standard	0 08¾
550 " " manilla	0 09¾
600 " " "	0 11¼
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ½c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "	....	0 10
Deer Creek "	....	0 10
Deerlick "	....	0 25
" Axe "	....	0 15
Lily white "	....	0 40
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "	....	24 00
" 200 lb. and over	....	28 00

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co.... 9
Alabastine Co.... 31
Amatite Roofing Co.... 26
Ambard, Lucien F. & Co.... 31
American Shearer Co.... 9
Armstrong Bros. Tool Co.... 9
Atkins, E. C., & Co.... 17
Atlas Mfg. Co.... 9

B

Baglan Bay Tin Plate Co.... 19
Banwell Hoxie Wire Fence Co.... 37
Barrett, W. L.... 10
Barnett, G. & H. Co., outside back cover
Wm. Bartlett.... 33
Barton Netting Co.... 10
Belleville Hardware Co.... 14
Boker, H. & Co. ..outside front cover, 13
Bowser, S. F., & Co., Limited.... 26
Brandram-Henderson, Limited.... 68
Brand, Ed.... 65
Brantford Screw Co.... 60
Brantford Roofing Co.... 15
Brown Boggs Co.... 12
Buffalo Mfg. Co.... 41
Butterworth & Co.... 29

C

Cameron & Campbell.... 63
Canada Cycle & Motor Co....36, 38
Canada Foundry Co.... 34
Canada Metal Co.... 11
Canada Paint Co.... 70
Canada Wire Goods Mfg. Co.... 37
Canadian Bronze Powder Works.... 71
Canadian Cutlery Co.... 24
Canadian Fairbanks Co.... 8, 13
Canadian Rubber Co...outside back cover
Caverhill, Learmont & Co.... 7
Canadian Logging Tool Co.... 13
Cavers Bros.... 19
Chicago Spring Butt Co., inside back cover
Clare Bros.... 31
Clauss Shear Co.... 75
Collins Mfg. Co.... 9
Congo Roofing Co.... 13
Consumers' Cordage Co.... 20
Covert Mfg. Co.... 39
Crescent Wire & Iron Works.... 9

D

Dana Mfg. Co.... 24
Davey & Co.... 9
Davidson, Thos., Mfg. Co.... 10
Dennis Wire and Iron Co.... 33
Dieckmann, Ferdinand.... 61
Directory of Manufacturers.... 9
Disston, Henry, & Son.... 16
Dominion Cartridge Co.... 42
Dominion Wire Mfg. Co.... 21
Dominion Hammock Co.... 38
Dorken Bros.....outside front cover
Dowswell Mfg. Co.... 1
Drummond-McCall.... 19

E

Eadie-Douglas Co.... 34
Enterprise Mfg. Co.... 30
Enterprise Mfg. Co.... 61
Erie Specialty Co.....inside back cover

F

Forsyth Mfg. Co.... 31
Frothingham & Workman.... 6

G

Galt Art Metal Co.... 14
Gibb, Alexander.... 39
Gillette Safety Razor Co.... 12
Gilbertson, W., & Co.... 39
Greening, B., Wire Co.... 35
Guelph Spring & Axle Co.... 19
Gutta Percha & Rubber Mfg. Co.... outside back cover

H

Hamilton Bridge Co.... 16
Hamilton Cotton Co.... 37
Hanover Portland Cement Co.... 9
Harris, J. W., Co.... 22
Heinisch, R., Sons Co.... 39
Hopkins & Allen.... 32
Horton Mfg Co.... 16
Howland, H. S., Sons & Co.... 5
Humphrey Bicycle and Hdw. Co.... 19
Hutton, Jas., & Co.... 34
Hutton, Wm., & Sons, Ltd.... 32
Hyde, F. & Co.... 33

I

Imperial Varnish and Color Co.... 67
Independent Cordage Co.... 15

J

James & Reid.... 9
Jardine, A. B., & Co.... 19
Johnson's, Iver, Arms and Cycle Works 65

K

Kemp Mfg. Co.... 42
Kerr Engine Co.... inside back cover
Kinsinger Mnfg. Co.... 34

L

Leslie, A. C., & Co.... 65
Lewis Bros., Limited.... 3
Lewis, Rice, & Son.... inside front cover
Lockerby & McComb.... 17
London Foundry Co.... 24
London Rolling Mill Co.... 23
Lucas, John & Co.... 69
Lufkin Rule Co.... inside back cover
Lysaght, John.... outside front cover

Mc

McArthur, Alex., & Co.... 74
McArthur, Corneille Co.... 69
McCaskill, Dougall & Co.... 67
McClary Mfg Co.... 28
McDougall, R., Co.... 22
McGlashan-Clarke Co., Ltd.... 24
McGregor-Banwell Fence Co.... 23
McKinnon Dash & Metal Works.... 23

M

Mace, A. H.... 34
Manufacturers List Co.... 9
Maple City Mfg. Co.... 22
Maxwell, David & Sons.... 39
Martin-Senour Co.... 72
Metallic Roofing Co.... 65
Metal Shingle and Siding Co.... 14
Montreal Rolling Mills Co.... 65
Moore, Benjamin, & Co.... 72
Morrison, James, Brass Mfg. Co.... 35
Munderloh & Co.... 77

N

National Hardware Co.... 41
Nelson, H. W., & Co.... 40
Newman, W., & Sons.... 9
Nicholson File Co.... 79
Nickel Plate Stove Polish Co.... 34
North Bros. Mfg. Co.... 2
Nova Scotia Steel and Coal Co.... 19

O

Oakey, John, & Sons.... 19
Oneida Community.... 1
Ontario Lantern & Lamp Co.... 31
Ontario Tack Co.... 19
Ontario Wind Engine and Pump Co.... 9
Orford Copper Co.... 19
Oshawa Steam & Gas Fittings Co.... 34
Otterville Mfg. Co.... 34
Owen Sound Wire Fence Co.... 22

P

Parker Wire Goods Co.... 9
Parmenter & Bullock Co.... 9
Paterson Mfg. Co.... 76
Penberthy Injector Co.... 25
Pearson, Geo D. & Co.... 9
Pease Foundry Co.... 61
Pelton, Godfrey S.... 71
Peterborough Lock Co.... 18
Pink, Thos.... 2
Plymouth Cordage Co.... 21
Pringle, R. E. T.... 30

Q

Queen City Oil Co.... 33
Quibell Bros.... 11

R

Ramsay, A., & Son Co.... 71
Rapid Tool Co.... 15
Richardson, J. E.... 37
Robertson, James Co.... 33
Ross Rifle Co.... 72

S

Samuel, M. & L., Benjamin, & Co.... 2
Sanderson Harold Co.... 39
Seymour, Henry T., Shear Co.... 33
Sharratt & Newth.... 67
Sherwin-Williams Co.... 63
Simonds Mfg. Co.... 18
Smart, Jas., Mfg. Co.... 23
Spear & Jackson.... 15
Stairs, Son & Morrow.... 79
Standard Paint and Varnish Works.... 71
Starr Mfg. Co.... 17
Steel Trough & Machine Co.... 9
Stevens-Hepner Co.... 31
Still, J. H., Mfg.... 14
St. Arnaud Freres.... 37

T

Taylor-Forbes Co.... outside front cover
Thompson, B. & S. H., Co.... outside back cover
Time Saving Coupler Co.... 26
Toronto Plate Glass Importing Co.... 10

U

United States Steel Products Co.... 41

W

Want Ads.... 59
Western Wire & Nail Co.... 37
Western Assurance Co.... 26
White Mop Wringer Co.... 38
White Lead Association.... 71
Whitman & Barnes.... 20
White Ehrhardt Co.... 19
Willander, A.... 39
Wilkinson, Heywood & Clark.... 69
Wood-Vallance & Co.... 3
Wright, E. T., & Co.... 74

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Acme Can Works, Montreal.
Kemp Mfg. Co., Toronto

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia,

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co, Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N Y

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co, London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers.
McClary's London, Ont.
Pease Foundry Co., Toronto.

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros. Galt
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prism
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
Imperial Cotton Duck
Scotia Ready Mixed Paints

GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

BRANTFORD SCREW CO., LIMITED

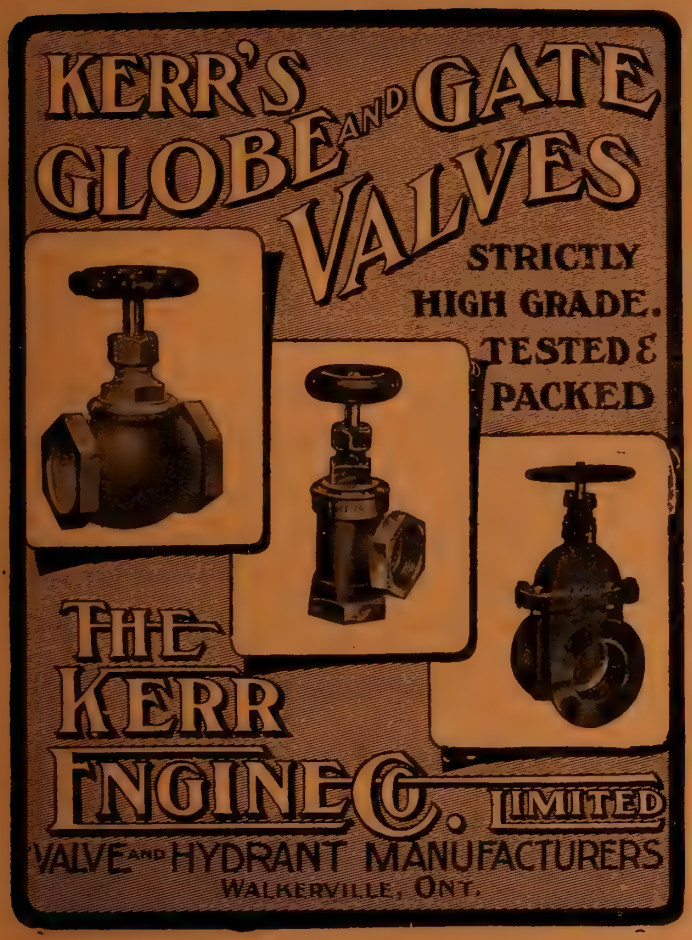
BRANTFORD - ONTARIO

Manufacturers of Wood Screws, Machine Screws, Carriage, Tire, Machine, Plow, Elevator, Sink, Step and all special forms of Bolts. Also Bolt Ends. Bright and Annealed Wire, Stove Scrapers, etc., etc.

LET US QUOTE YOU

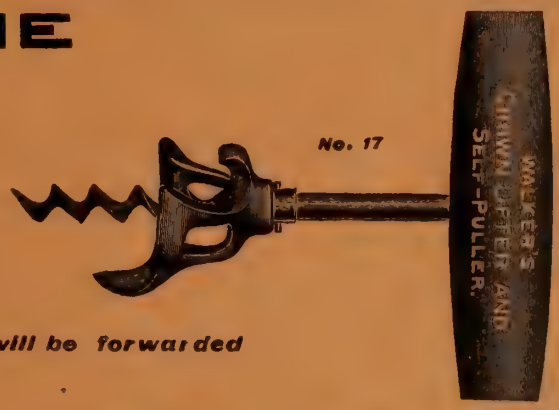
DELORME BROS.
Montreal

BAINES & PECKOVER
Toronto



NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—290 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1896.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES:

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"APOLLO" GALVANIZED SHEETS

GALVANIZED CANADA PLATES

AMERICAN BESSEMER SHEETS

POLISHED STEEL SHEETS, Etc.

We can furnish Steel Sheets in many different qualities suitable for all purposes, and shall be glad to make quotations upon receipt of particulars of your requirements.

B. & S. H. THOMPSON & CO.

LIMITED

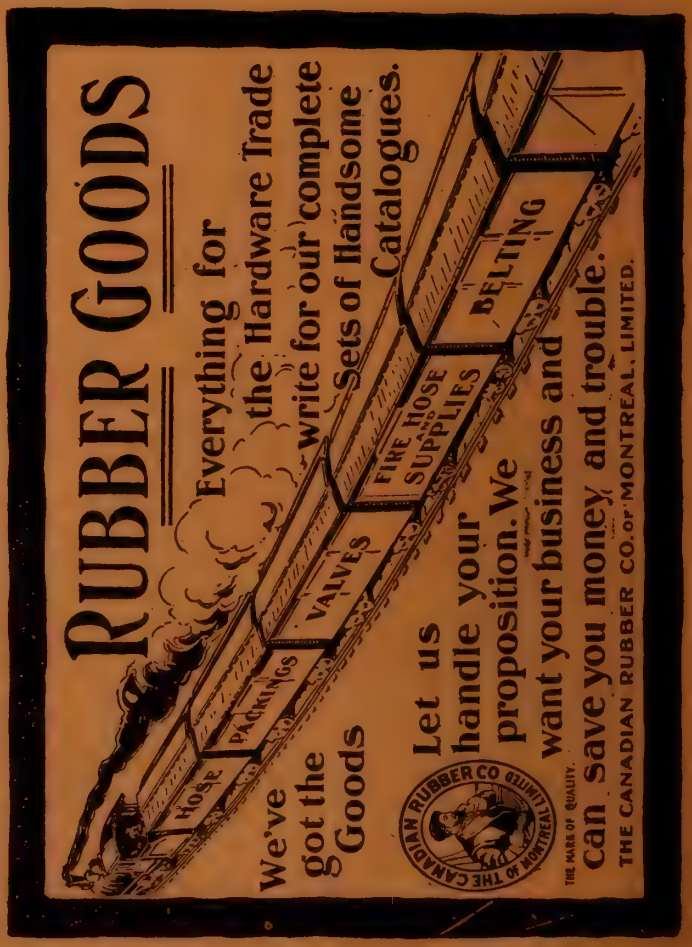
381-383 St. Paul Street

MONTREAL, P.Q.

DOMINION OF CANADA SALES AGENTS

UNITED STATES STEEL PRODUCTS EXPORT COMPANY

Sheet Steel and Tinplate Department



CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, APRIL 11, 1908 NO. 15.

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL

The Extra Coating on "Queen's Head"

will stand severe exposure.

"You can buy lower-priced Iron, but you can't buy cheaper."

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

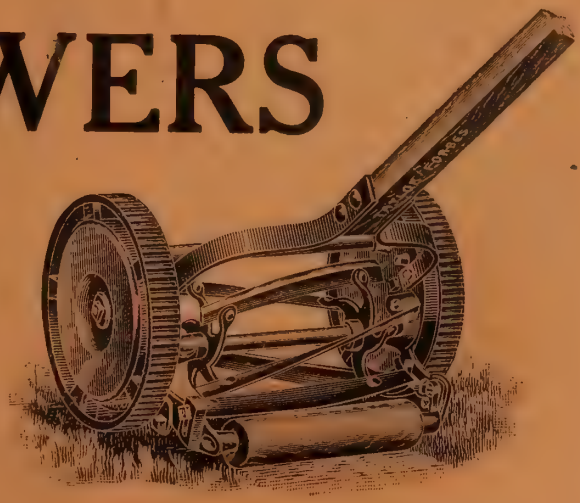
Let Our Reputation Help You

TO SELL MORE

LAWN MOWERS

Our reputation as the largest makers of the best Lawn Mowers in Canada compels us to turn out satisfactory machines. Every one of our various grades of Lawn Mowers is the best to be had on any market at the price. They are easy-running, clean-cutting, durable, nicely finished machines—every one of them.

HAVE YOU SEEN OUR NEW CATALOGUE? BETTER SEND FOR ONE!



Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West ST. JOHN, N.B., H. G. Rogers, Agent

VICTORIA, B.C.—J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

LAWN GOODS

GARDEN HOSE
(All sizes.)

Mowers
Grass Catchers
Garden Barrows

SPRAYS
(of all kinds)

HOSE NOZZLES

LAWN ROLLERS

Lawn Vases
Lawn Seats
Hammocks
Swings

LAWN VASES

RICE LEWIS & SON, Ltd.

Toronto

Something You Ought to Be Selling

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

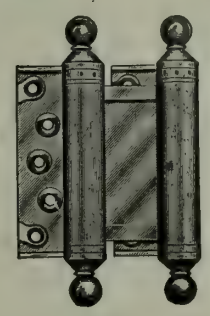
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

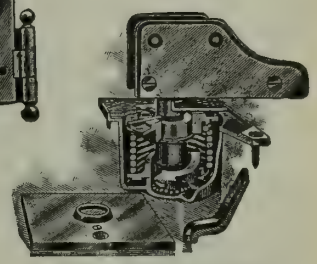
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY EXCEL IN
- Easy Running
- Quick Freezing
- Economy
- Convenience
- Practical Results

THEY ARE
- Well Advertised
- In Demand
- Easily Sold
- Satisfactory in Use
- Of Known Reputation

"BLIZZARD"

"GEM"

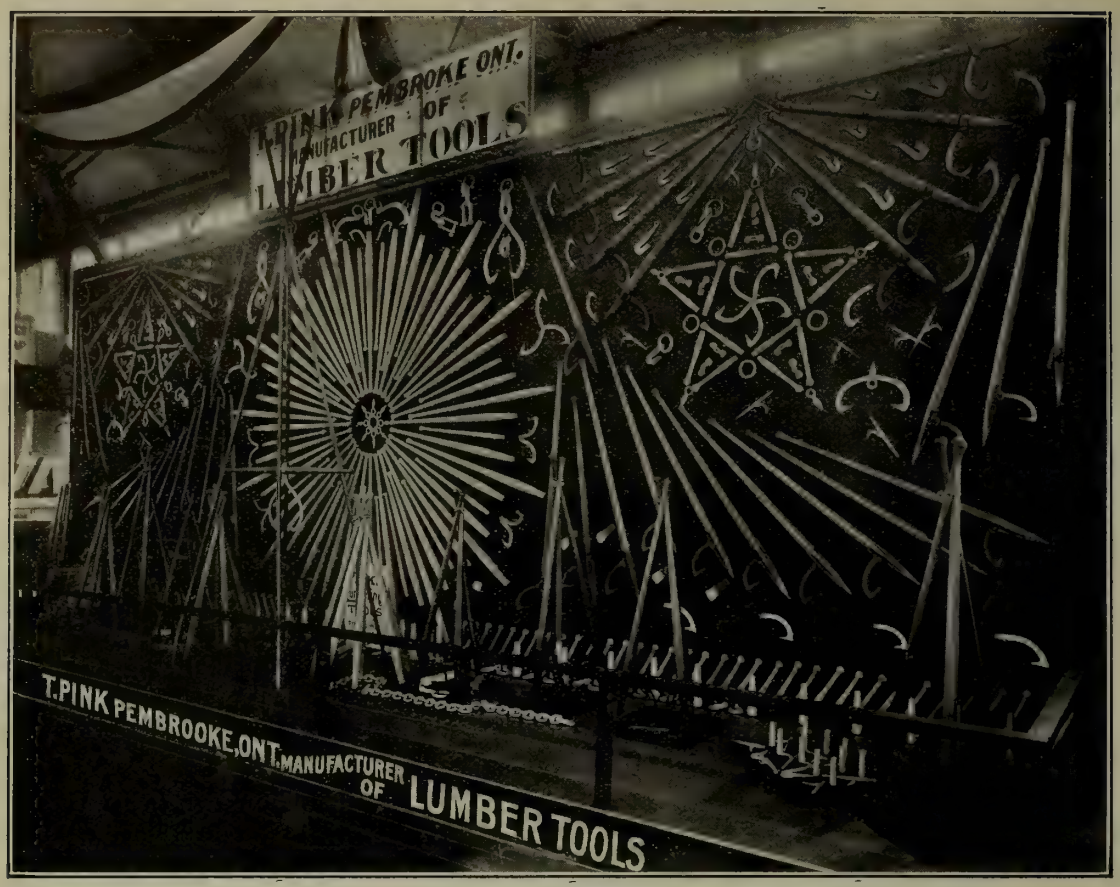
"LIGHTNING"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Antimony, Copper, Lead,
Tin and Zinc.

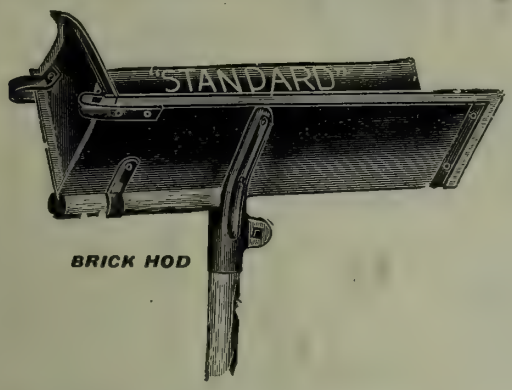
Large Stocks. Close Prices.

M. & L. Samuel Benjamin & Co.

Toronto, Ontario **London, England**

Seasonable Goods

Lines illustrated on this page tell their own story, much better than anything we can say.

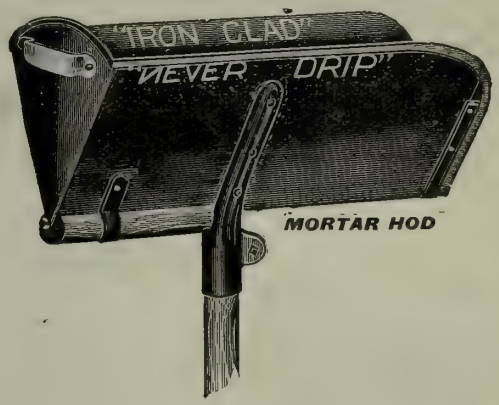


BRICK HOD

DRAG ROAD SCRAPER

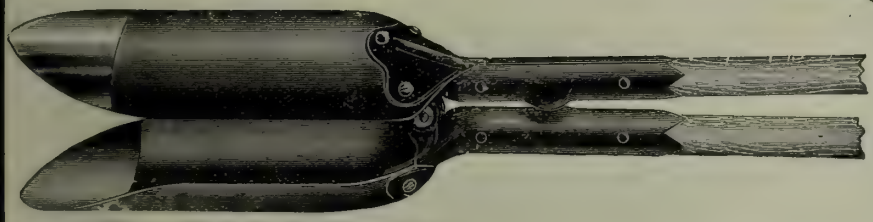
We might add that we carry in stock all numbers of Scrapers, with and without runners.

TUBULAR STEEL TRAY WHEEL BARROW

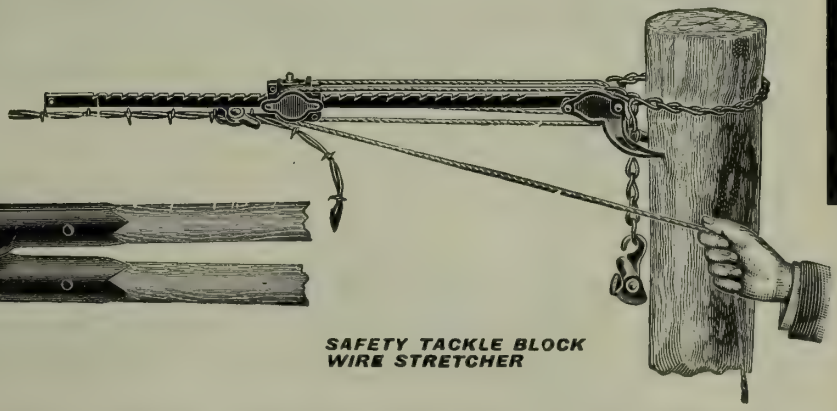


MORTAR HOD

We can supply anything in the Wheelbarrow line, whether it be for contractors, garden or railroad work.



NEVER-BREAK POST HOLE DIGGER



SAFETY TACKLE BLOCK WIRE STRETCHER

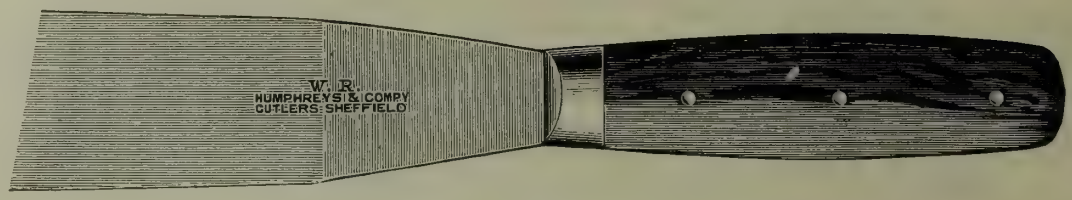
We stock nine different kinds of Wire Stretchers and Grips, and every style of Post Hole Auger and Digger.

LEWIS BROS., LIMITED

Address all correspondence to

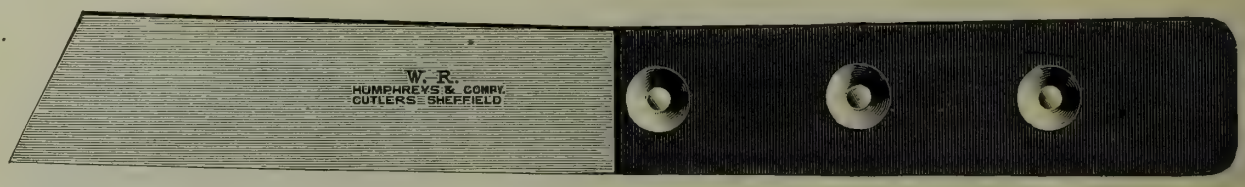
Ottawa **Toronto** **Montreal** **Calgary** **Vancouver**

Painters' Supplies



PUTTY KNIVES

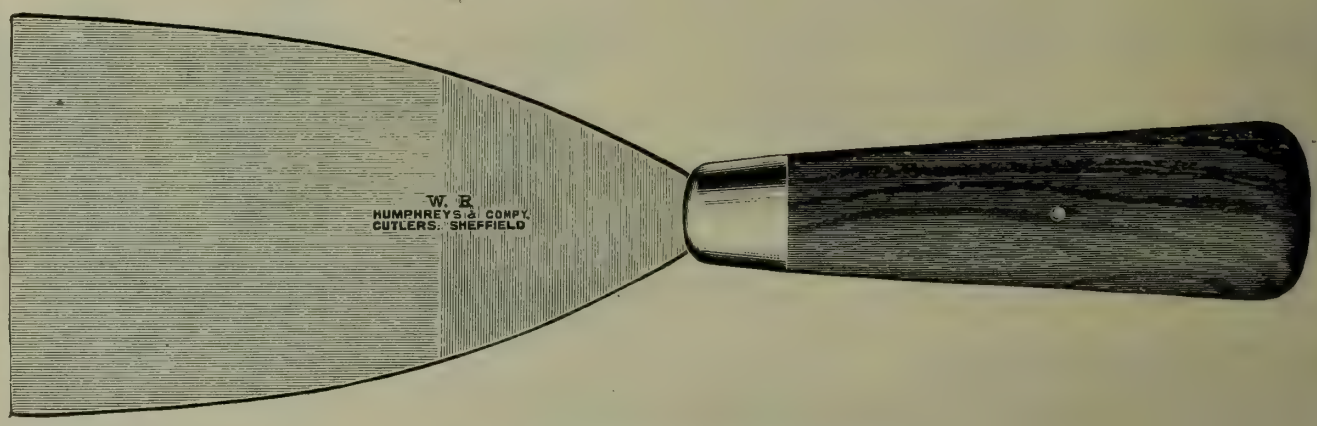
Square, skew, or spear point, stiff or flexible blades.



HACKING KNIVES

PALETTE KNIVES

PAPER HANGERS' SCISSORS



WALL SCRAPERS

Beechwood or Rosewood Handles.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO.,
Winnipeg, Man.

WOOD, VALLANCE HARDWARE CO., LIMITED,
Nelson, B.C.

WOOD, VALLANCE & LEGGAT, LIMITED,
Vancouver, B.C.

TORONTO OFFICE,
94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

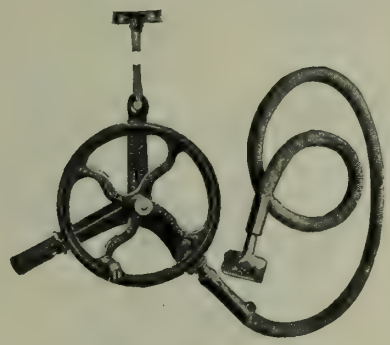
138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

Horse Clippers

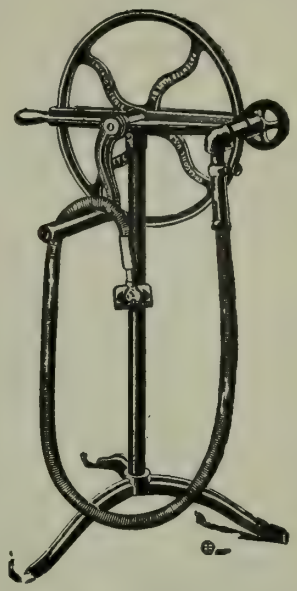
Stewart's Clipper

New enclosed type.
Flexible shaft 6 feet long.
Size of box, 6 x 11 x 2½ inches.



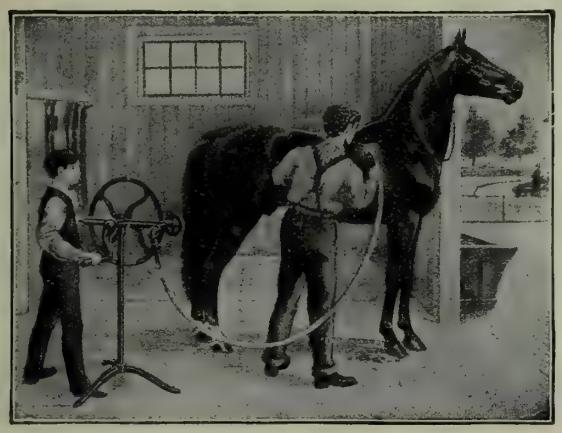
"20th Century" Machine

It is suspended from the ceiling by a rope, permitting all parts of the horse to be reached easily.



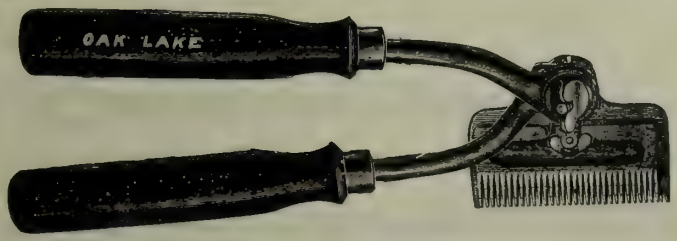
The "New Chicago" 1902

Fly-wheel, 19 inches diameter.
Flexible shaft, 6 ft. 6 in. long.



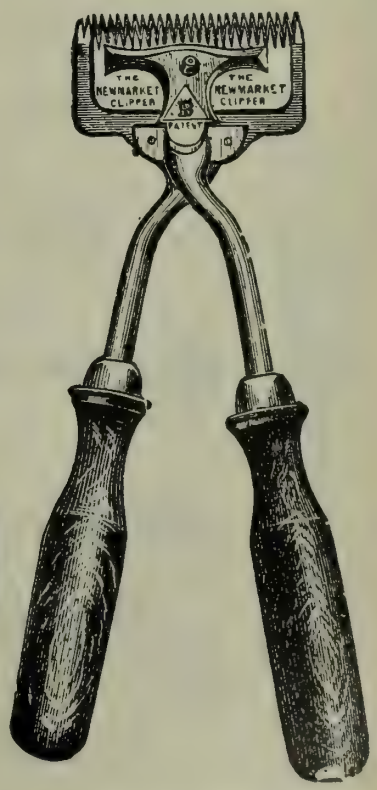
The "New Chicago," No. 1902

Boker's Horse Clippers



"Oak Lake" Horse Clipper

Three in one. It is reversible to the right and left, and can be used as a fetlock clipper as well as in the ordinary way.



"Newmarket" Horse Clippers

For full particulars see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

Our Prices are Right

GRAHAM NAILS ARE THE BEST

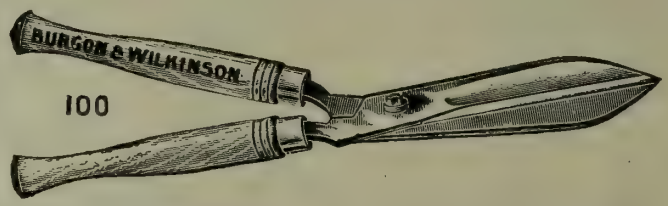
We Ship Promptly

UP-TO-DATE GARDEN TOOLS

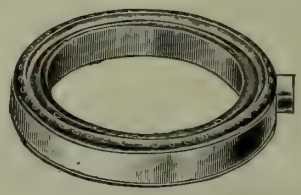
are tools that sell readily and yield a good margin. Why not place your orders for spring shipment with us? We can guarantee satisfaction in every respect, both in the quality of goods and in prompt shipment.

See our General Catalogue for many other styles.

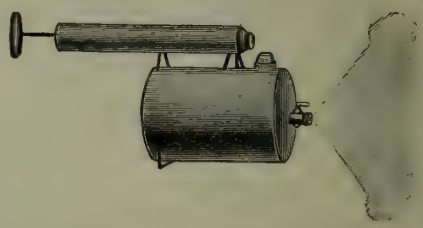
No. 40 in use.



No. 100. Garden Shears. Made in three sizes 7½ in. 8 in. 9 in.



No. 40. "Fountain" Lawn Sprinkler
All Brass

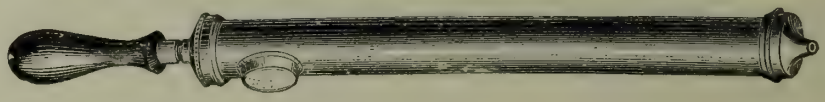


No. 35. Utica Blizzard Sprayer

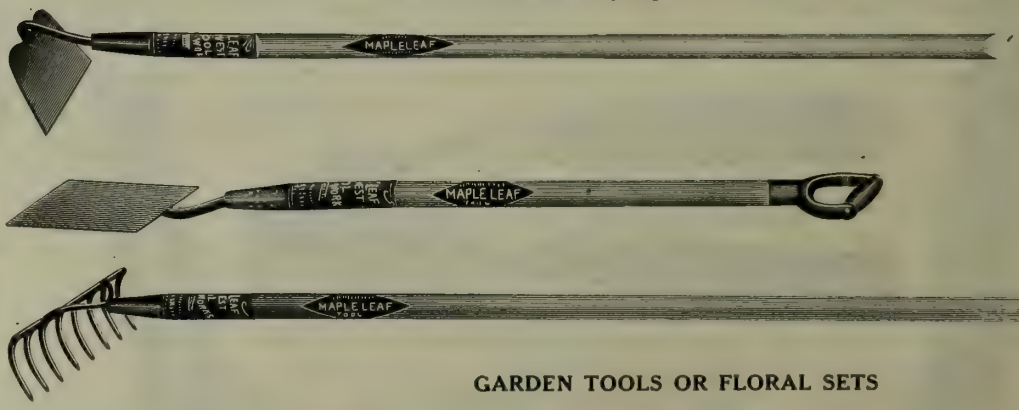
For Prices Write Us Direct, or Ask Our Travellers to Quote.

These Tools are Unequalled in Quality Beauty and Finish.

No. 815
Garden
Trowel

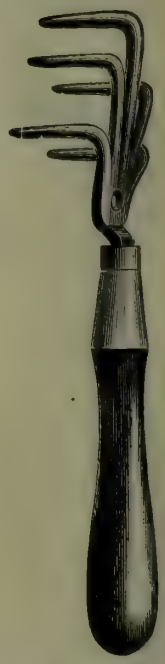


No. 8202. Garden Syringe.



GARDEN TOOLS OR FLORAL SETS

No. 235. Set consists of hoe, rake and spade.
Weight per set 4 lbs.



Weeding Hook

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

THE SWAY OF THE SWING

THERE IS A PLEASURE in the innocent joys of childhood—a happy delight, which attests to the sway of the

OLD APPLE TREE SWING

Strong, convenient and cheap, made from powerful chain, galvanized to prevent rust, it has swung into favor wherever shown.

Get the children a swing that is safe. Furnished complete with Seat and Screw-eyes, and Handles of rubber hose. Any boy can put it up. Adjusted by simply moving the hook from link to link.

Purses open easily where the pleasure of the little ones is concerned. Why not sway to the popular demand? Stock the line today. Push it. *Display it* and *Swing big profits* your way.

ONE OF THE JOYS OF SUMMER TIME FOR CHILD AND ADULT

ASK OUR TRAVELLERS ABOUT IT, OR WRITE.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA Holbrook Chambers.
QUEBEC. FRASERVILLE.

Eclipse Roofing

Waterproof, Odorless, Reliable, Durable, Adapted for steep or flat roofs. Ready for use.

Put up in Special Rolls for Dealers

The Highest Grade Roofing made Guaranteed for 15 years.

The Canadian Fairbanks Co., Limited

MONTREAL

TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER

A Few of Our Lines

that will give

YOU A PROFIT

and

YOUR CUSTOMER SATISFACTION

Every Wrapper Carries Our Guarantee.

Write for prices.

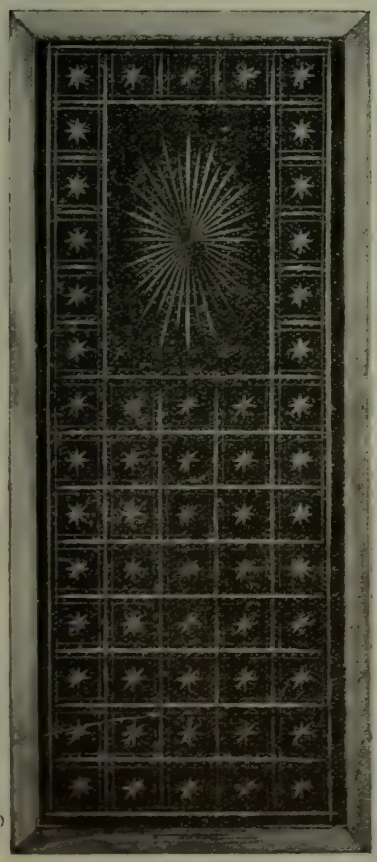
A Sample Order Solicited.

E. F. WALTER & CO.

Temporary Warehouse

318 St. James Street, - - - MONTREAL

REGISTERED TRADE MARK TRUE



Can You Supply the Demand for

LEADED GLASS?

We can help you to supply any local demand for anything in this line. Our catalogue shows designs for art glass windows which cannot be equalled anywhere for variety and beauty. Our big business and splendid organization enables us to

Quote You A Low Price

for the very highest class of work. May we send you our catalogue? You ought to have it beside you in case an inquiry comes along.

The Hobbs Manufacturing Co., Limited

London Toronto Winnipeg

Davidson's "Crown" Dinner Pail

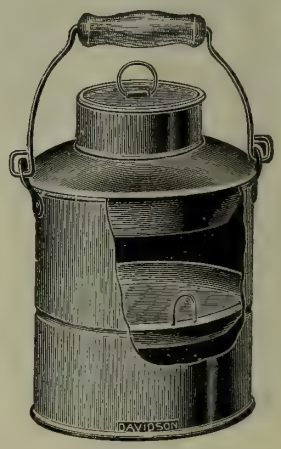
ROUND—WITH CUP, TEA FLASK AND PIE TRAY

"Holds a Real Comfortable Dinner"

Has Room for 4 cups of tea in flask.

A Convenient Feature is that the cup hole in the tea reservoir is made extra large, so that the hand can be easily inserted for thorough cleaning—and there are no sharp edges to damage the fingers while doing so.

Owing to the General Lay-out of the pail, it has a greater capacity for food and liquids than many others of much larger dimensions.



The Tea Flask being on the top (instead of, as usual, at the bottom), does not affect the other food by making it soggy and unpalatable from the steam arising from the hot beverage.

The Pie Tray is held in position by swedge and holds its contents secure and entirely separate from any other portion of the dinner.

Number 300

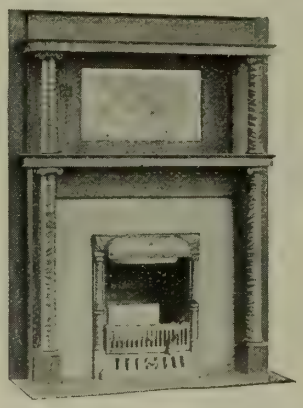
3 Quart—List Price, per Doz., $3.60

It's a Leader in Round Dinner Pails

Our Travellers Have Samples and They Are Selling Fast

THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL and WINNIPEG



Mantels and Grates

TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.

Sold by All Progressive Hardware Merchants. Send for prices

W. L. BARRETT, Mfr., Bristol, Conn., U.S.A.

BARRETT'S STANDARD GLASS CUTTERS

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

—THE—
CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
THE MANUFACTURERS LIST CO.
Publishers,
P.O. Box 334 Toronto.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

FEED COOKERS

FEED COOKERS

A good line to handle. Write us for full particulars and prices.

The James Bros. Fdry. Co.
Perth, Ont.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

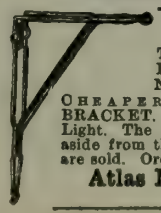
PULLEY BLOCKS AND CARGO GINS.

On Admiralty List.
PULLEY BLOCKS AND CARGO GINS.
Large variety of patterns. Single, double. Treble and Snatch. For Hemp or Wire Rope. Fitted with Galvanized or Gun-Metal Sheaves. Patent Roller Sheaves, or Patent Self-Oiler Sheaves. Best possible workmanship and quality guaranteed. As supplied to H. M. Government. Also Cargo Gins and Ships' Fittings of all kinds
DAVEY & CO., 88, West India Dock Road LONDON, E.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



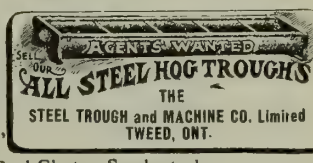
Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin.
Manufactured by
THE COLLINS MFG. CO., - TORONTO

TANKS.

Steel Tanks
All Kinds
Stock Tanks
Steel Cheese Vats, Thresher's Tanks, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.



TOOLS.

ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

Esco Waterproofing
Esco Neutral
Esco Steel Coating

The above lines are worth the careful consideration of every contractor and architect.

Write to us for information.

Eadie-Douglas Co.
P.O. Box 438 - Montreal, P.Q.

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS

Twice as quick as any other machine with half the ice.

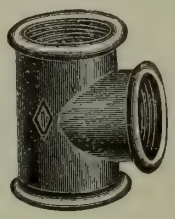
NO DIRT
NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,
746 Notre Dame St. West, - MONTREAL

You will never have any trouble with the plumber but will get and hold his trade if you specialize on

"Diamond" Brand Fittings



Absolutely perfect in material, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

Wheelbarrows

All kinds and sizes. The cut reproduced here is just of one of the many, but the kind every contractor should use. The substantial, satisfactory, steel tray Contractor's Barrow.

The London Foundry Co.
LONDON, CAN.

Simonds'

"Crescent Ground"

Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Toronto, Ont. **St. John, N.B.**

95% Failures

Ninety-five out of every hundred men in business fail.

Ill-advised buying is the main cause. A poor bargain breeds discontent with the goods, discontentment breeds indifference, and indifference is the father of forced sales.

"Staunton" Wall Papers are sold purely on their merits—every dollar of cost is balanced by an honest hundred cents' worth of value.

They are sold direct to you at a price covering actual cost plus manufacturer's modest profit, and this price includes no recoupment for extravagances in securing business. Your profits are limited only by your ability as a merchant. To clear 100% is no trick at all.

Correspondence from hardware merchants who are not now carrying Wall Paper is invited.

If you are carrying a stock and have not a copy of our Wall Paper Chart showing quantities necessary for various sized rooms, a postal card request will bring you one.

STAUNTONS LIMITED

931 Yonge St. TORONTO

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER

MONTREAL TORONTO

DISSTON SAWS

are the **STANDARD** by which the merits of all others are **JUDGED**

A SAW to be superior in every respect must be made of High-Grade Steel of a particular texture, with a special temper to render the blade tough and elastic, permitting the bending of points of teeth in the operation of setting, at the same time be sufficiently hard to maintain the set and admit of a cutting-edge that can readily be sharpened but not easily dulled. The blade must be ground an even thickness on tooth-edge, properly tapered for clearance, and the teeth should be of such shape as to enter into and CUT—not tear—the wood.

These are the principles on which the DISSTON SAWS are built ! !

With over fifty-three years' experience making steel in our own works, producing a material peculiarly adapted for manufacturing saws, having the most skilled workmen ; the use of special machinery of our own invention, and with sixty-eight years' experience in the manufacturing of saws, during which time no efforts or expense have been spared to achieve and maintain the HIGHEST STANDARD of QUALITY and DESIGN, and we feel justified in claiming for Material, Workmanship, Utility and Durability DISSTON SAWS are UNEQUALLED.

HENRY DISSTON & SONS, Inc., Keystone Saw, Tool, Steel and File Works **Philadelphia, U.S.A.**

CANADIAN WORKS : 112 Adelaide St. East, TORONTO, CNA.

H&R

GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

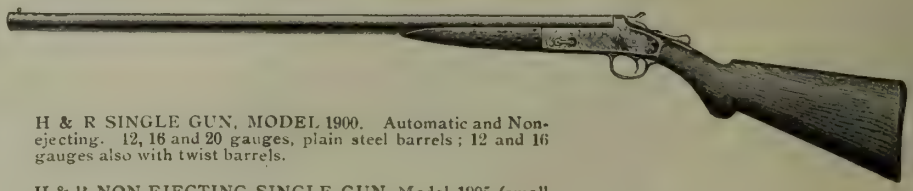
Our catalogue tells about our full line and gives valuable selling points.

WRITE FOR IT.

Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels ; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

HARRINGTON & RICHARDSON ARMS COMPANY

515 PARK AVE., WORCESTER, MASS., U.S.A.

Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

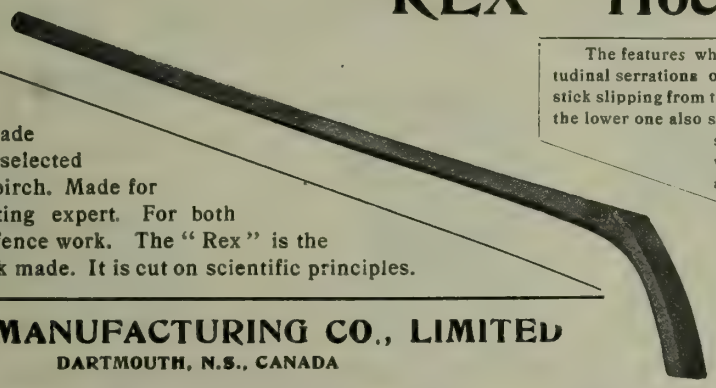
which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.
Home Office and Factory: INDIANAPOLIS, IND.

THE NEWEST

"REX" Hockey Sticks



Our very latest pattern, made of straight grain selected second growth birch. Made for the discriminating expert. For both forward and defence work. The "Rex" is the best hockey stick made. It is cut on scientific principles.

The features which recommend the "Rex" are—1st, Longitudinal serrations on handle, ensuring firm grip and preventing stick slipping from the player's hand. 2nd, Double-grooved blade, the lower one also serrated. This enables the puck to be accurately shot for goal and strengthens the stick at its weakest point. The attention of Manufacturers and Dealers is drawn to the fact that our hockey sticks are fully covered at Ottawa, viz.: the words MIC-MAC and REX as Trade Marks and the design of the Rex as an industrial design. INFRINGERS WILL BE PROSECUTED.

STARR MANUFACTURING CO., LIMITED
DARTMOUTH, N.S., CANADA

Toronto Branch:
126 Wellington St. W.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and prices to-day.

This is a Serious Business

proposition. We have great facilities for producing high-grade STRUCTURAL STEEL work, and we are always open for more business. We want you to push the sale of our goods among local building contractors and architects; and we want to supply you with any information about STRUCTURAL STEEL that you need to enable you to close business. We guarantee to quote you close prices. By keeping in close touch with local architects and contractors you can practically CONTROL the STRUCTURAL STEEL business in your locality. Get busy to-day, and keep busy. The profits are waiting for you.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

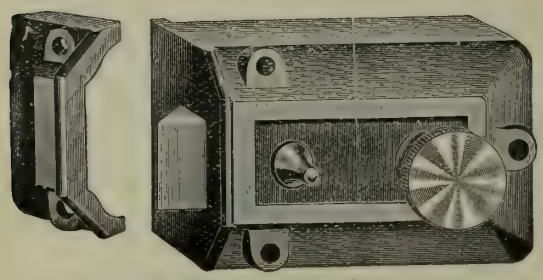
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Here's Just What You Want

in the way of **Machine Oilers,** made of heavy steel, copper plated, spring bottoms, straight or bent spout, and drip cup to catch drip from end of spout.

No. 918 — 1¾pt. size, spout 9" long: No. 918 — 1¾pt. size, spout 5½" long: No. 917 — ¾pt. size, spout 5½" long: No. 916 — ½pt. size, spout 4" long: No. 701: No. 702

This is our No. 701 line, either plain steel, coppered or japanned, and stencilled with your name and address.

We also make No. 702 line, which is superior to No. 701 in that it has a brass drip cup and solid brass filler.

The outside perfectly resembles burnished copper and the inside is also copper plated to prevent rusting. We supply these Oilers packed 1 doz. in a box, with spouts as per illustration, but the spouts all have the same thread and can be interchanged if desired. We particularly call your attention to our largest size, No. 918, with spout 9" long, bent or straight. Send for samples and prices.

Manufactured by **E. T. WRIGHT & CO., Hamilton, Canada**

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

We have in stock and can ship promptly all sizes of

WIRE NAILS

You may also be wanting some

OILED and ANNEALED WIRE

We have it in all gauges

QUALITY THE BEST **PRICES RIGHT** **PROMPT SHIPMENTS**

WALK LAID ROPE

Is the most serviceable, as it stands the greatest breaking strain.

The preference for Walk Laid Cordage over Machine Make is again emphasized by the United States Government awarding a large tender for same.

The only Rope Walks in Canada belong to

CONSUMERS CORDAGE COMPANY

LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of ROPE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.

MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

For All Purposes

McDougall Pumps

are Standard Pumps for Cisterns, Deep Wells, Contractors uses, Plumbers, Power connections and many employments. You take no chances with "Aremacdee" on a pump.

A catalogue is laid aside for you.

The R. McDOUGALL CO.

Galt, Canada LIMITED

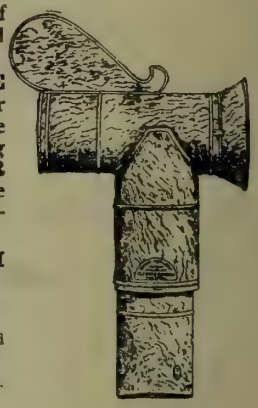
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory, if the chimney does not draw well.

But the

"ZEPHYR VENTILATOR"

will give a good draft to any chimney.



It will even allow the burning of soft coal in the stove, with good results.

WE WANT YOU TO SELL THE "ZEPHYR VENTILATOR" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **THE ZEPHYR** cannot be excelled for ventilating the rooms of **CLUBS, STEAM LAUNDRIES**, etc.

"THE ZEPHYR" MAKES HIGH CHIMNEYS UNNECESSARY.

Lachine, June 5,1903.
The J. W. HARRIS Co., LIMITED, MONTREAL.
Dear Sirs,—Your system of venti ation installed in our Convent has given us absolute satisfaction.
Yours resp ctfully,
Sister MARIE PACIFIQUE, GEN. ECO.
Sisters of Ste Anne.

—MADE BY—

THE J. W. HARRIS CO. LIMITED

CONTRACTORS - MONTREAL

The Howland Pump Oiler

FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

The "DILLON"

Hinge-Stay Field Fence

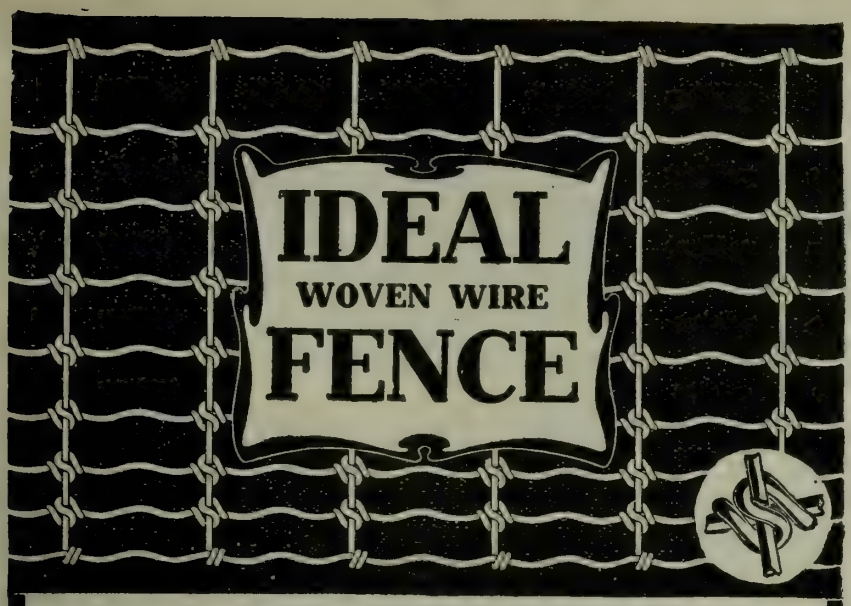
is different from any other wire fencing on the market. It has a hinge where the upright stays meet the lateral wires. This causes it to give to any strain sufficiently to prevent the wires from bending or breaking. The moment the strain is removed the "Dillon" automatically springs back to position.

Ask for our catalogue.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver



Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

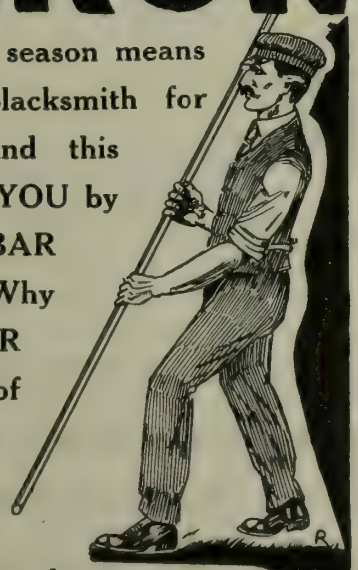
Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
The Ideal Fence Co., Ltd., Dept. O, Winnipeg, Man.

BAR IRON

The active agricultural season means more demand on the blacksmith for implement repairs. And this means more demand on YOU by the blacksmith for BAR IRON and other things. Why not try LONDON BAR IRON this time. It is of the highest quality, absolutely free from flaws —every inch of every bar being chemically perfect and properly rolled.



ASK US FOR QUOTATIONS!

LONDON ROLLING MILL CO. LIMITED
LONDON — CANADA

HAMMOCK INSURANCE

CAN BE PROCURED BY USING

McKinnon Hammock Chains

They are practically INDESTRUCTIBLE, will outwear any hammock. ROPE is never safe and will only last ONE SEASON.

Hammocks can be adjusted quickly, and taken in at night, without trouble.

YOU TAKE NO CHANCES OF FALLS OR BROKEN BONES with these chains.

1 SET — McKINNON-QUALITY TRADE M.M. MARK BEST MADE — 36 INCH

Indestructible
Hammock Chains

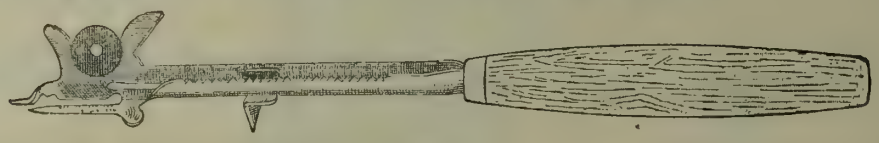
Price **25c.** Set

The dealer makes a good profit by selling this line.

ALSO OUR
ELECTRIC WELDED
COW TIES

McKINNON
Dash & Metal Works Co.
ST. CATHARINES, ONT.

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

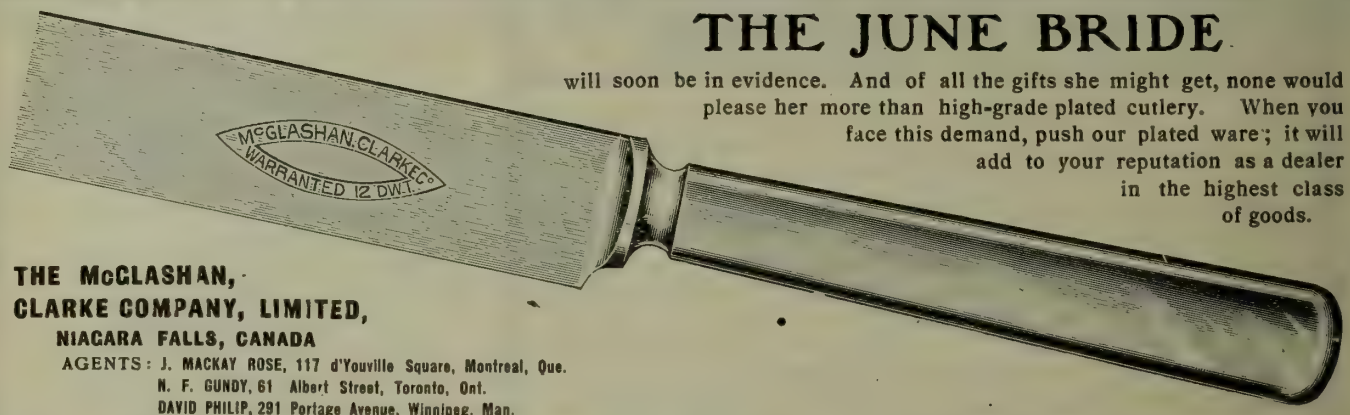
Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

OWNED AND MANUFACTURED BY

THE CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.

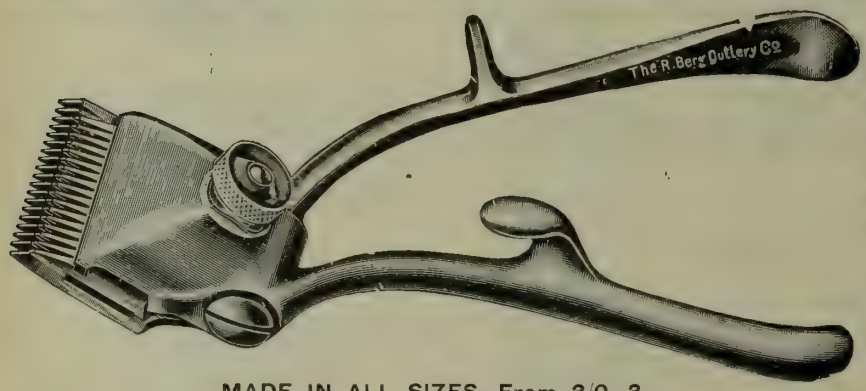


THE JUNE BRIDE

will soon be in evidence. And of all the gifts she might get, none would please her more than high-grade plated cutlery. When you face this demand, push our plated ware; it will add to your reputation as a dealer in the highest class of goods.

THE McGLASHAN, CLARKE COMPANY, LIMITED,
NIAGARA FALLS, CANADA

AGENTS: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que.
N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



THE R. BERG CUTLERY CO'Y'S

CELEBRATED

"MARS" TOILET CLIPPERS

have made a name for quality all over the Dominion. **Every pair is guaranteed** and will **satisfy even the most particular customer.**

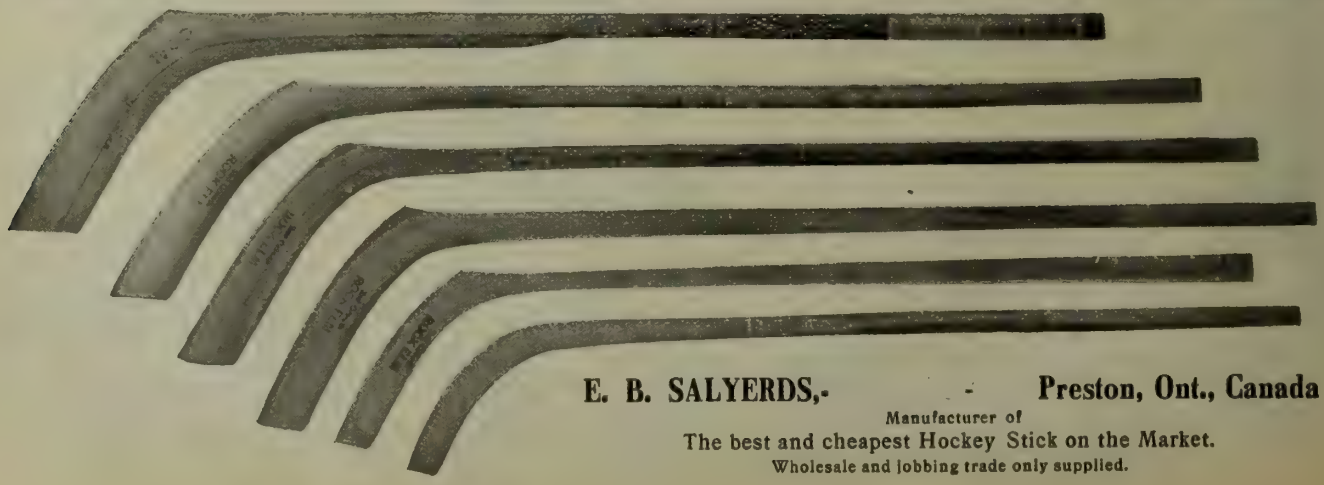
UNEXCELLED QUALITY, DURABILITY, SUPERIOR FINISH, EASY WORKING

are all combined in this make.

MADE IN ALL SIZES—From 3/0—3.

From Stock and for Import.

F. W. LAMPLOUGH & CO., - 9 De Bresoles Street, MONTREAL



E. B. SALYERDS,- - Preston, Ont., Canada

Manufacturer of

The best and cheapest Hockey Stick on the Market.

Wholesale and jobbing trade only supplied.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

A Farmer Soon Realizes

that true economy means buying the best tools. You can easily prove to him that the

EUREKA RAKE

is the strongest, lightest, most durable Hay-Rake to be had.

The handle and braces are sawn in one piece, and the handle is attached to the head in a mortised hole. It is made from clean, tough wood, nicely finished, and is our own patent design.

Write To-day for Prices.

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

"RAPID"

AUGER BITS

WITH THE

GUIDE POINT

will bring you more business than any other auger bits. That's because "Rapid" bits never can be turned aside by the grain of any wood. The Guide Point insures a clean, straight bore every time. Besides, the special quality of tool steel from which "Rapid" bits are made is a guarantee of strength and durability.

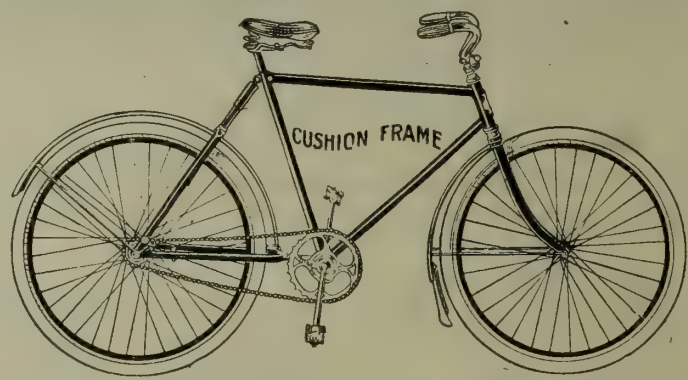
ASK FOR OUR PRICE LIST!

The Rapid Tool Co., Limited.

Peterborough, Ontario

ATTENTION!

We beg to invite your inspection of our 5½ acre plant of six hundred brain power—think of it, six hundred trained workmen a unit in concentrating their mind and muscle into one defined channel the production of a good, sound and reliable bicycle. Incidentally, Mr. Dealer, these bills of lading may interest and convince you—can you "read between the lines?" China, Japan, Straits Settlements, Australia, New Zealand, Germany, France, India, Bermuda and Old England.



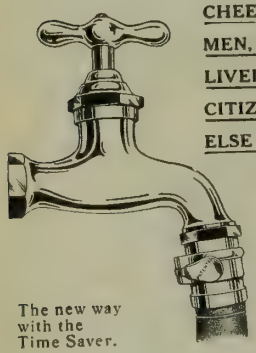
The wheel is a utility—a health-builder—and is coming back to its own. We have just issued a series of catalogues in the interests of Massey Silver Ribbon, Cleveland, Perfect, Brantford, Blue Flyer, Imperial and Rambler Bicycles. Write and ask questions.

Canada Cycle and Motor Company, Limited
Makers of THE WORLD'S BEST BICYCLES
Toronto Junction, Canada

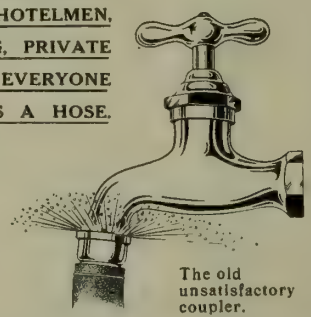
All These People Need

The TIME-SAVER HOSE-COUPLER

CHEESE FACTORIES, FIREMEN, BREWERS, HOTELMEN, LIVERY STABLES, PRIVATE CITIZENS, AND EVERYONE ELSE WHO USES A HOSE.



The new way with the Time Saver.



The old unsatisfactory coupler.

Sections of Hose fitted with the Time-Saver can be instantaneously connected, with an absolutely water-tight joint. Same way with the tap section. No squirting up the sleeve and loss in force of water pressure. Insert one section into the other, press back the lever—and the connection is made.

Made in standard sizes. No higher in price than the leaky, old-fashioned article.

ORDER FROM YOUR JOBBER OR DIRECT

The Time-Saving Coupler Company, Limited
166 Bay Street, Toronto

Chicago Emergency Goggle

No. 26

Sold by all first-class jobbers in

HARDWARE, JEWELRY AND OPTICAL GOODS

Manufactured by

Chicago Eye Shield Co.

143-145 South Clinton Street
CHICAGO, ILL.

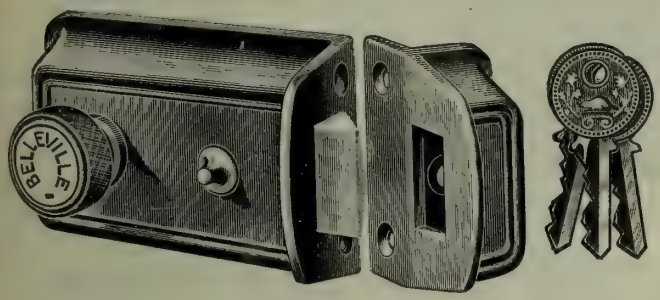
Canadian Agents: MILLER, MORSE HARDWARE CO., Winnipeg, Man.

MAKE SURE THAT

"Belleville"

is stamped on all the Builders' Hardware that comes from your jobber, because "Belleville" gets you more builders' business than the next best.

A Trial Order Will Convince You.



We have a large assortment of Mortise and Rim Locks, Door Knobs and Bells, Sash Locks, Hat and Coat Hooks, Front Door, Inside and Bath Room Sets, in Bronze, Brass and Steel, in a large variety of finishes.

All the leading jobbers can supply you with "Belleville" Hardware

The Belleville Hardware Co., Limited

BELLEVILLE, - ONTARIO

Established 1840

SHIP BROOMS

Season Now Opening

We Make All Kinds

Sewn with twine
Bound with wire
All corn
Bamboo centres
Cane centres

Write for prices.

H. W. Nelson & Co.
Toronto Limited

Don't Be Found Guilty of Selling "Counterfeit" Wall Coatings on the Reputation of

ALABASTINE

The gigantic sale of Alabastine has led to many "counterfeit" preparations being placed on the market. These "counterfeits" do not sell on their real merits. They are represented "Just as good" as Alabastine. Depend upon the reputation of Alabastine to sell them.

Alabastine is a hygienic cement, made from gypsum rock. The "counterfeits" are mixtures of whiting, glue, etc.

Alabastine has more real merits than all the "counterfeits" combined.

Our ***Superb Catalogue, "Homes, Healthful and Beautiful,"*** explains all about the decorative, sanitary, durable, and easily applied features of Alabastine. If you are not completely posted on Alabastine you should read a copy. ***Glad to mail it Free.***

With every shipment of Alabastine we include copies of this catalogue for presentation to your customers. Also handsome Counter show cards, cloth banners, tint cards and advertising literature.

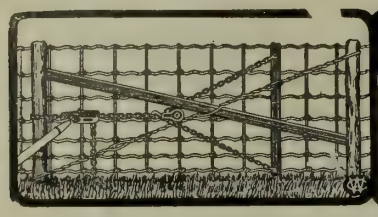
Alabastine will surely be found in every progressive hardware dealers' store this spring. It would never do to be "found guilty" of trying to sell slow-moving "counterfeits." Steer clear of the "dead" ones.

Order Alabastine direct or through your nearest jobber.

The Alabastine Co., Limited, - Paris, Ont.

Ford's Auger Bit is an all-around Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only a line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT COMPANY, 108 Cabot Street, Holyoke, Mass., U.S.A.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

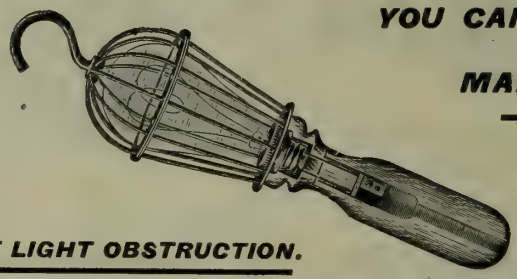
THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

IMPROVED PORTABLE LAMP GUARDS

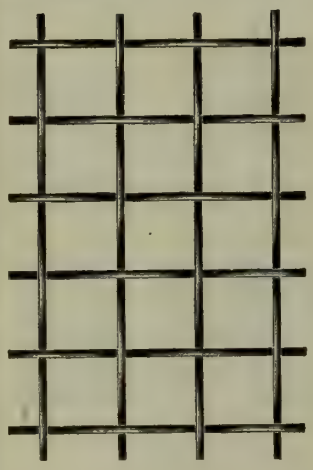
FOR USE IN
WAREHOUSES,
CELLARS,
ENGINE ROOMS,
ETC.

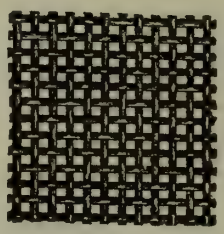
THE MOST PERFECT PORTABLE GUARD MADE.
LAMP PROTECTION WITHOUT LIGHT OBSTRUCTION.

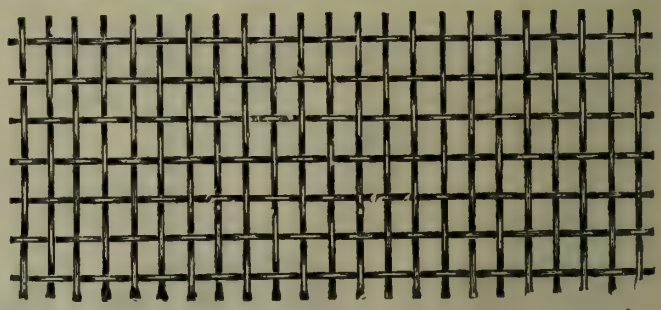


YOU CAN'T BREAK THEM
THEY ARE
MADE FOR ROUGH USAGE
FURNISHED FOR
16 or 32 C.P. LAMPS
AND IN
BRASS, COPPER
or NICKEL FINISH

The R. E. T. PRINGLE CO., Limited MONTREAL, QUE. WINNIPEG, MAN.







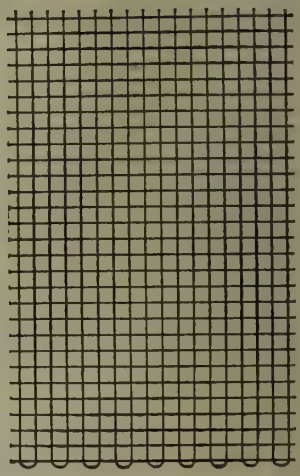
WIRE CLOTH

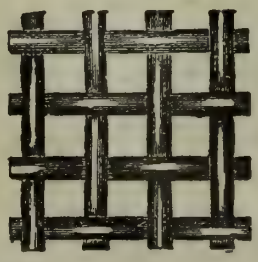
We make all kinds of Wire Cloth for every purpose. We can supply any mesh required from any size of wire. Quality and Finish the very best. We carry a large stock of all standard grades and can ship promptly.

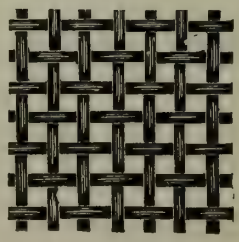
We Solicit Correspondence.

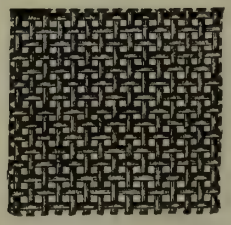
Special Catalogue Sent on Request

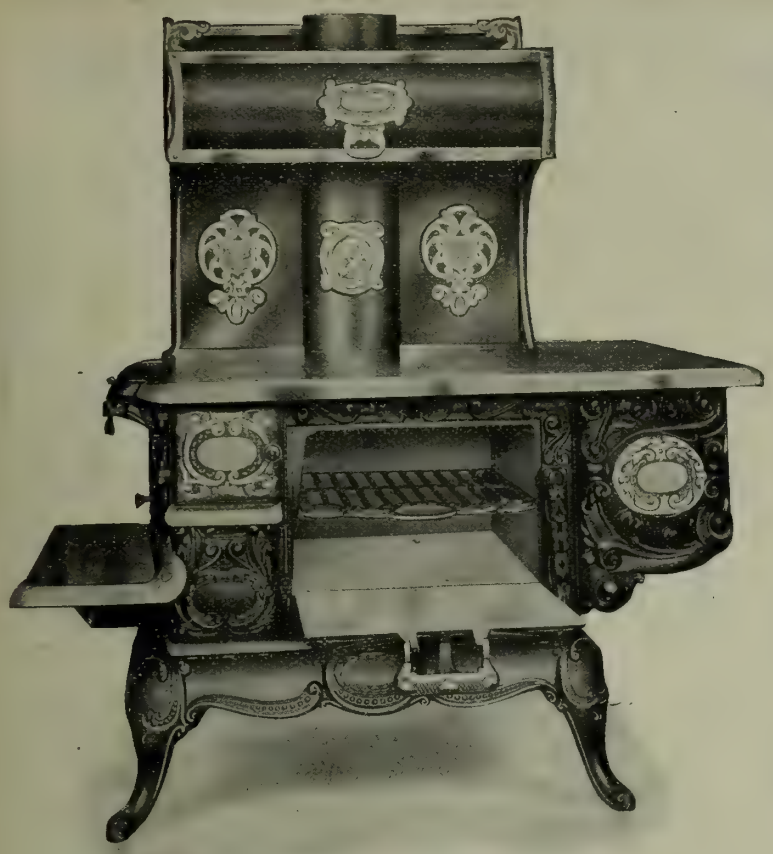
THE B. GREENING WIRE CO., Limited
Hamilton, Ont. Montreal, Que.











You Can Sell

PEERLESS PENINSULAR

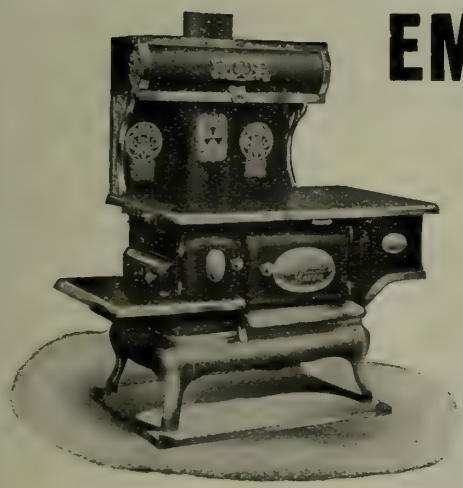
ranges because they have points you can talk about and in which they differ from all other ranges. The Drop Oven Door, for instance, does not swing open in the ordinary way, but drops down like the oven door of a steel range. A customer instantly sees that this door when open forms an excellent oven shelf and as the Peerless is the only range made in this way it is free from the disadvantages of price-cutting competition.

If you have not received our descriptive catalogue let us send you one.

Clare Bros. & Co.

LIMITED

Preston and Winnipeg



EMPIRE STOVES and RANGES

ARE THE LEADERS FOR PROFIT

THE EMPIRE QUEEN RANGE

is by long odds the best iron range on the market. Perfect in construction. Special baking draft forcing heat twice around oven. Latest Duplex Grates, separate grates for wood, simple and easily interchangeable. Castings are smooth, well-proportioned and flawless. Deep ashpit so constructed that no ashes can fall outside the ashpan. Handsome nickel trimmings easily cleaned. Heats water quicker than any other range on the market. Made in eight distinct sizes, handsome in design, strong and durable, suited to the various popular requirements.

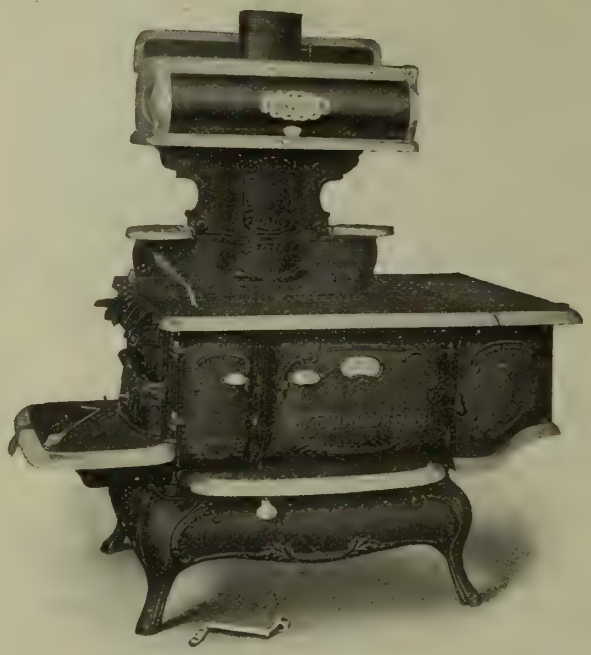
GET OUR LIST WITHOUT DELAY

Canadian Heating and Ventilating Co., Ltd.

Owen Sound, Ontario

A Woman Doesn't Buy a Range "Carelessly"

Youv'e Got to Show Her.



You **can** show her if

THE IMPERIAL OXFORD

is on your floor. **Those Removable Nickle Rails** —she can lift them off on wash day and clean them with the silver—**will rivet her attention** on what **you** are selling.

The Lift-up Imperial Hearth, the only clean way of removing ashes, will help to make her forget the range she saw before coming to **your** store.

Then you can tell her about the new reversible grate, that you can **prove** will burn less coal.

You can show her that half the heat **must** travel around the front of the oven. The Imperial Oxford division flue strip does this.

Incidentally you'll be showing her the handsomest stove she's seen. Your stove sales —lots of them—will come easily with the Imperial Oxford on your floor.

Write us. A post card will bring you full information.

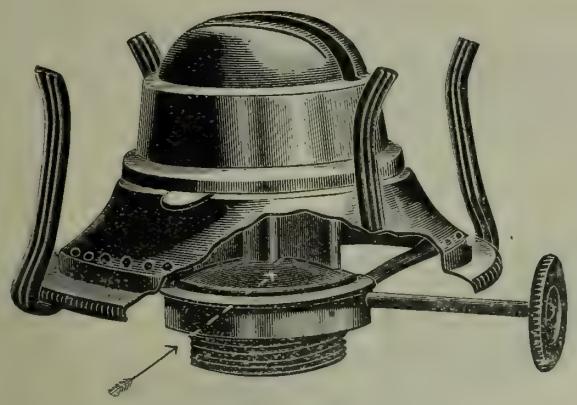
Stocks carried at Toronto, Hamilton, Montreal, Winnipeg, Calgary, Edmonton and Vancouver.

THE GURNEY FOUNDRY CO., Limited,

Toronto

BANNER LAMP BURNERS

Fully guaranteed



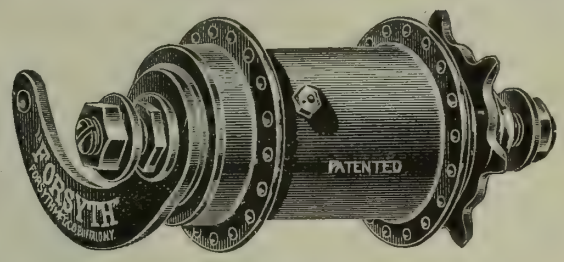
The screw part or base of our burner is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire.

Orders solicited through the jobbing trade.

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

A Perfect Coaster Brake



The simplicity of construction makes it so.

The ordinary rider can readily take it apart.

Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

Let's mail you facts showing just where you get your money.

Forsyth Manufacturing Co.
BUFFALO, N.Y.

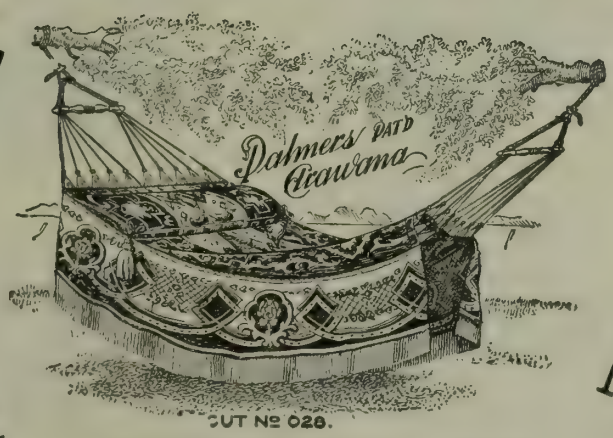
W. F. Canavan, 13 St. John Street, Montreal, Representative

PALMER'S HAMMOCKS
AND
ACCESSORIES

LARGEST

AND FINEST ASSORTMENT OF PATTERNS AND COLORS ON THE

MARKET



CUT No 028.

LENO

7/4 AND 8/4
MADE IN NINE COLORS
ALSO
36 in. AND 40 in.

NETTINGS

SEND FOR 1908 ILLUSTRATED CATALOG
SHOWING 112 COLORED PLATES.

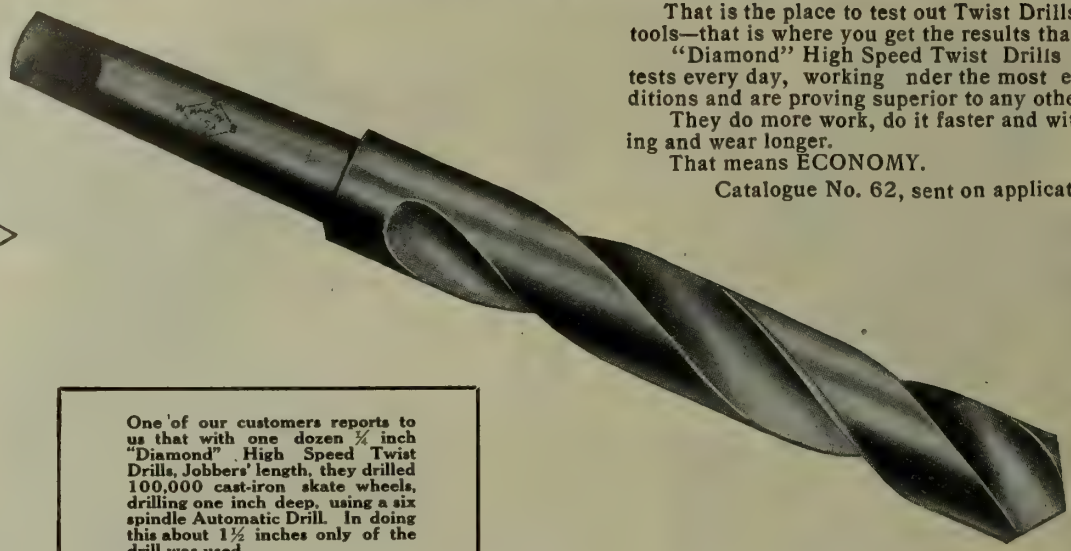
THE I. E. PALMER CO.

NEW YORK OFFICE:
55 WORTH ST.

CANADIAN REPRESENTATIVE:
R. N. SCOTT
200 McGILL ST., MONTREAL

FACTORY AND MAIN OFFICE:
MIDDLETOWN, CT., U.S.A.

ACTUAL SERVICE



That is the place to test out Twist Drills or any other tools—that is where you get the results that count.

"Diamond" High Speed Twist Drills are in such tests every day, working nder the most exacting conditions and are proving superior to any others.

They do more work, do it faster and with less grinding and wear longer.

That means ECONOMY.

Catalogue No. 62, sent on application.

W&B

One of our customers reports to us that with one dozen ¾ inch "Diamond" High Speed Twist Drills, Jobbers' length, they drilled 100,000 cast-iron skate wheels, drilling one inch deep, using a six spindle Automatic Drill. In doing this about 1½ inches only of the drill was used.

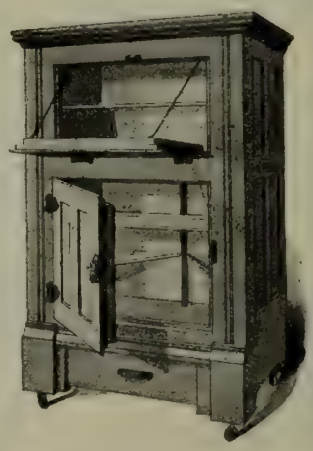
THE WHITMAN & BARNES MFG. CO.

CANADIAN FACTORY AND SALES OFFICE

ST. CATHARINES, - - - - ONTARIO

"VICTORIA" REFRIGERATOR

Perfect Ventilation
Carefully Insulated
Superior Finish
Trimmed with Solid Bronze Hinges and Locks



Silver Medal: Quebec Exhibition.

Diplomas: Ottawa, Montreal and Toronto.

WRITE FOR CATALOGUE.

C. P. FABIEN

MANUFACTURER, - - MONTREAL

Toronto Sample Room: Stewart & Co., Representatives, 178 Victoria St.

Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

EMERY AND CORUNDUM

SCYTHE STONES

These are the most satisfactory scythe stones on the market. A steel rod running the entire length of the stone prevents it from breaking. These stones will put a keen cutting edge on a scythe quicker than any other stone on the market.

Mower's Friend

Indispensable in the harvest field. Steel rod the entire length. Strong, Handy, Reliable, Durable.

Have You Got Our Catalogue? Send For It To-day.

CANADIAN HART WHEELS, Limited
HAMILTON, CANADA

PENBERTHY

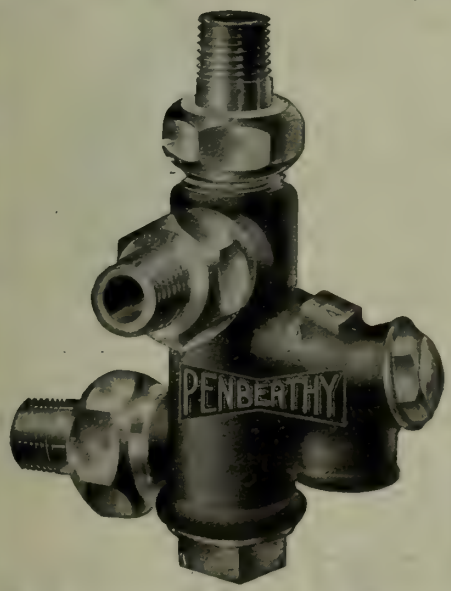
"THEY ALWAYS WORK"

TRADE PENBERTHY MARK.

Do You Supply the Cheese Factories With Penberthy Injectors, Ejectors, Lubricators, etc.?

Why Not?

Fitting-out Will Soon Commence.



WORK LOW 20 to 22 lbs. on 3 foot lift.
WORK HIGH 165 to 170 lbs. on 3 foot lift.
LIFT WATER 20 to 24 feet on 60 to 80 lbs.

Send us the names of the factory owners.

We will help you get the business.

LIFTS 22 to 25 feet. ELEVATES 50 to 75 feet.
HANDLES whey, milk, water and other liquids.
Specially recommended for chees factories, creameries, etc.

Kemp's Seamless Mowing Machine Oilers

Pocket Spring Oilers

No. 5 Inches 3¾ x 5 x 1½
Per Gross - - - - - $43.60
Extra Spouts, Per Gross, $8.75

Zinc Machine Oilers

CHASE'S PATTERN

Nos.	0	1	2	3	4
Per Gross,	$9.60	$10.80	$14.40	$16.80	$20.40

Case Lots, Gross 2,

Steel Oilers

COPPER PLATED

No. 875 Inches, 3 x 3¾
Per Gross - - - - - - $30.90
Extra Spouts, $15.45

Machine Oilers

SEAMLESS

Threshing—Bent or Straight Spout

Plain or Copper Plated.

No. 675
Inches, - - - - - - 3 x 3½
Per Gross, - - - - - $14.40
Extra Spouts, per Gross, - - $7.20
Case Lots, 2 gro.

Drip Oilers

ENGINEERS

Quarts	½	1
Per Doz. - - -	$2.25	$3.20

Bent Spouts, 40c. per doz. extra.
Case Lots, 3 doz. 3 doz.

Litho Oilers

SEAMLESS

Special Designs—Assorted Colors—Bent or Straight Spouts.

No. 675
Inches, - - - - - - - - 3 x 3½
Stencilled, Kemp's Litho, any quantity, per Gross, $16.50
Stencilled, specially, 1 Gross, - - $19.85
" " ½ " - - $22.00
Extra Spouts, per Gross, - - - $7.20
Case Lots, 1 Gross.

WRITE FOR DISCOUNT SHEET

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

FENCE WIRE

It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB WIRE

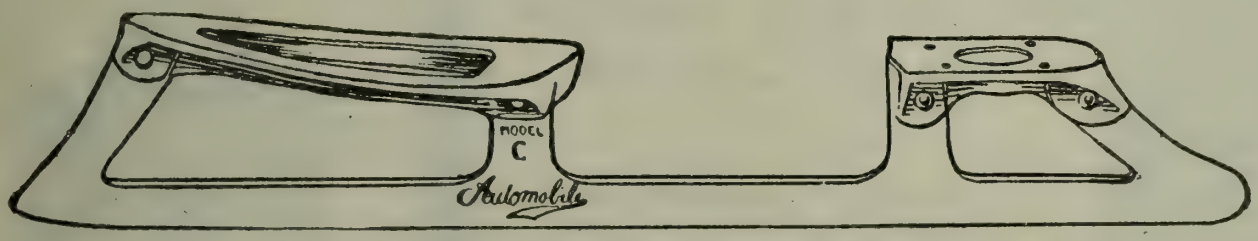
Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

SPECIFY CLEVELAND WIRE

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.

"A CHEAP SKATE"

is a phrase from the Dictionary of Modern Slang; its meaning is of no consequence, but it serves a purpose however, in introducing **Automobile** and **Cycle Skates** which **are** cheap and the grade is as high as the price is low.



Quality outlives mediocrity—these are quality products.

CANADA CYCLE AND MOTOR CO., Ltd.

TORONTO JUNCTION, CANADA

Toronto, Winnipeg, Vancouver, Melbourne

Write for Descriptive Literature.

OUR CAPACITY DOUBLED!

Our new building, 500 feet deep, has doubled our capacity.
Additional machinery—the finest mechanical construction has not only increased but improved our output.
Sportsmen and Riflemen throughout Canada have declared for Dominion Ammunition.
Results are more satisfactory—there is a greater effectiveness, and a more absolute certainty in using

DOMINION AMMUNITION

THAN in using any other.

It is cheaper too—price for price imported Cartridges do not compare with Crown, Imperial or Sovereign shells—and in metallics the difference is even more in our favor. The saving of a large duty is a very important factor, and it is not only the customer who gets the benefit.

Why not standardize your stock and sell only "Dominion Ammunition?

We can sell you a load to fit every modern fire-arm, rifle, pisto or shot gun. Our goods give best possible satisfaction. Why then lock up hundreds of dollars in sundry lines of doubtful saleability?

Our sales-manager will gladly explain—write us.

Dominion Cartridge Company, Ltd.
MONTREAL

When You Order

J.M.T. VALVES

See That You Get Them

Every J.M.T. Valve has our Trade Mark on body as shown in cut.

J. M. T. Valves are noted for their durability and efficiency.

Made in all the standard patterns, with composition or copper renewable disc.

Also made EXTRA HEAVY for marine, and other service, where excessive pressure is carried.

THE JAS. MORRISON BRASS MFG. CO., LIMITED
93-97 Adelaide St. West, - TORONTO

STEAM SPECIALTIES AND ENGINEERS' SUPPLIES

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

ARNPRIOR PREACHER TALKS SENSE.

Rev. Wm. Philip, pastor of the Arnprior Methodist Church, in a sermon recently delivered from his Arnprior pulpit on the question of shopping out of your own town, said :

"The question has often come to us, 'Is a man an honest man who lives in one place and deals almost exclusively in another ?' It may be at times that a man cannot obtain what he really needs without going outside. We deal with principles and lay down no rules to which there may not be some exception, but it occurs to us that there is something too selfish to be honest in the man say who lives in Arnprior, breathes its salubrious air, walks its granolithics, mingles in its genial society, earns his living here and yet deals in Ottawa or Toronto. He not only lacks in public spirit, in love for his neighbor, except he be far away, but owes to the town a debt he is unwilling to pay. A man in honor is just as much bound to deal where he lives as he is to pay his taxes. If he doesn't deal where he lives he would not pay his taxes if he could help it. When it comes to a man boasting of how he lives in Arnprior and then goes and sends elsewhere for what he buys he has lost his sense of shame and his emigration from the place would be in the public interest."—Carleton Place Central Canadian.

EXECUTIVE COMMITTEE MEETING.

A meeting of the executive committee of the Ontario Retail Hardware and Stove Dealers' Association will be held at the Queens Hotel on Friday, April 17, advantage being taken of the single fare rates prevailing over the Easter holidays.

Several trade grievances have been submitted for the consideration of the executive by members in various parts of the province and action will be taken on these as well as on any received during the coming week.

KEEP MAIL ORDER CATALOGUES.

Never fail to keep mail order catalogues in your store as a means of comparing prices in order to intelligently meet this competition, advises an exchange. Write to those whom you know are in the habit of sending away for hardware goods and tell them it always pays to ask the home merchant for prices before sending elsewhere. Therein comes your opportunity to prove yourself a salesman if the goods wanted are the same as shown in the catalogue, you can possibly sell at the same price; if your stock is superior, explain why, and try to obtain a quality price. If nothing else can be done, take the order at the catalogue price and furnish it yourself. You will lose on a few things, but in the long run will be ahead.

For advertising purposes a mail order catalogue will give you many ideas. The descriptions are the work of high-salaried men and you can always afford to adapt these descriptions to your own needs in your newspaper advertising. Any kind of a description sounds good to a customer, but goods listed without descriptions are not calculated to create much of a demand.

PARCELS POST CONDEMNED.

Interviewed recently on the subject of the parcels post, Congressman Overstreet said :

"Some people have said that the system has worked admirably in England, and that for that reason it ought to work that way here. Also some have mentioned Germany, and said that it should work here as in that country. Some of our forefathers came over here from Great Britain and Germany because they wanted a change.

"In England the conditions caused by their small territory make a large difference—there the government operates its telegraph wires in connection with the postal system. In Germany there are no express companies.

"Will the establishment of this system in America tend to keep the population of the country scattered, or will it cause the people to come closer together in the already overgrown cities ? The interurban railroad and the telephone have done their part to scatter the population properly, and it is a well established fact advanced by students of the matter that the more little business nerve centres we can keep scattered over the country, the better will that maintain the country's equilibrium.

"Statistics show that three-fifths of the population of the country is living in rural districts—towns of less than 2,500 inhabitants and in the country. It is the little business centres in these localities of rural districts that keep the population of the nation scattered. If a law were to be enacted that would benefit the catalogue house concerns, how long will the little business nerve centres last in communities of less than 10,000 people ? Either the men of the land would have to turn back to the plow or float with the rest into the congested cities."

ADOPTED CASH SYSTEM.

D. Brocklebank & Son, Arthur, Ont., adopted the cash system in their business on Saturday, April 11, their opposition. S. A. McDonell, joining them in the step forward. Both firms have done some special advertising, announcing their change in business methods, Mr. McDonell using a page space announcing that he had money to loan after April 1. Owing to the printer's error his customers had a good joke on him. In writing regarding the proposed change, D. Brocklebank & Son said: "Two more firms have found their senses."

A DECIDED SUCCESS.

Adamson & Sproule, Orangeville, were the owners of the $14.55 account forwarded without particulars a fortnight ago. In acknowledging receipt they write : "We are sending receipt for same. Accept our thanks, coupled with the assurance that this department of our association is a decided success."

A delinquent at Englehart, Ont., who does not give the name of the firm he owes, writes the Association secretary as follows :

"I have delayed answering your letter, hoping to be able to send the amount for settlement. But I am not able to do so in the time specified. If you can wait for a month or so I may be able to pay you in full. Times are very dull up here. Just now there is no work of any kind going on and there will be none till the snow is gone."

OPPOSE CO-OPERATIVE ACT.

The Mount Forest Board of Trade has passed strong resolutions opposing the passage of the Co-operative Act by the Senate and Parliament, copies of the resolutions being forwarded to Senator McMullen and to Alex. Martin, M.P. That is practical work.

THE FARMERS' INTERESTS.

Up-to-date Farming, a well known paper devoted to the agricultural classes, has instituted a campaign to educate its readers to a realization of the fact that the interests of the farmer are largely mutual with those of the retail merchant, and is preparing to show its subscribers that unless they purchase their supplies from their home merchants in preference to sending away to catalogue concerns, they are acting directly against their own interests.

The Society of Equity, an organization of farmers having a large membership in Western Canada, encourages profit-paying prices, and will doubtless bring about among its members a general understanding of the above theory, as well as a realization of the other fellow's position in regard to profit-paying prices and selling systems and combinations which are really harmful, not only to the classes of tradesmen directly affected, but to all the people. For we all feel it in time. If by organization our farmers are able to get a better price for their produce, we will all benefit in proportion. This is true of every class with which we are surrounded. The line which divides profit from loss is too often an invisible one, but organization and co-operation bring it out in bold relief.

Note.—Have the above article reprinted in your local papers.

What Hall-Marks Are

History of the Use of Hall-Marks on Silverware—Valuable as a Means of Guaranteeing the Standard and Quality of Workmanship.

To most of us, the word "hall-mark" conjures up a vision of figures and devices stamped upon our gold and silver effects. Beyond that, unfortunately, the majority of us have as little real idea of the import of those marks as we have of the cuneiform signs that are engraved upon the law tables of Hammurabi, or of any other early law-giver of the east. The analogy is not unsuitable. For, just as those law tables were set up in Babylon by King Hammurabi for the guidance of his people, and just as the majority of those people either never saw the tables or, at any rate, never understood them, so in more recent times, men have instituted a system of hall-marking and standard-marking wares made from the precious metals, which, though intended for the guidance of the public, is either unnoticed or misunderstood. The hall-marking of goods is intended to protect, not the trade only, but the general purchasing public as well.

From very earliest times, gold and silver have taken rank as the most precious of metals. More than a thousand years before the dawn of Christianity men worked in these metals, and ever since then individuals, families, and whole nations have struggled, by aid of arms and by aid of cunning diplomacy, to gain a larger share. These metals have been at once the curse and the blessing of humanity.

How Hall-marks Originated.

But what has this to do with hall-marks? As civilization spread, from its birthplace in the east, all over Europe, the use of gold and silver, both as a means of exchange as well as in the shape of manufactured commodities, became more general. From Asia, and later from the newly discovered western hemisphere, supplies of the "noble metals," as they are sometimes called, were brought for manufacturing purposes. The demand increased, and the faster it increased the more vigorously did men set themselves to supply it. But in the working of gold and silver, as in almost everything else, fraud and corruption sprang up. There were men, who, in their eagerness to supply the demand, could not refrain from debasing and adulterating their materials.

So it happened that in England, where the goldsmiths' craft flourished well, there was formed, some 700 years ago, a guild or company, the honest members whereof sought to protect their trade from the growing malpractices of certain of their brethren. All craftsmen attached to this guild, welcomed public and official examination of their manufactures. In 1300, after several years of unrecognized existence, this confraternity was incorporated by royal charter as the Goldsmiths' Guild. From that day to this, it has been unremitting in its endeavors to protect its trade and its members and the public.

The good work of the Goldsmiths' Company was naturally very gradual. Even to this day, although the system of hall-marking and standard-marking genuine gold and silver articles has now reached a fairly satisfactory state, many are still comparatively ignorant of the value or history of hall-marks.

The General Principle.

In certain towns of the United Kingdom, assay offices, or halls, have been established under fixed rules and privileges. To these halls manufacturers bring their gold and silver wares to receive official marks of approval as to quality. Each hall has its own seal and its own date stamp; several of them also have their own standard-mark (whereby they stamp the quality upon the articles submitted by manufacturers), although some halls adopt the same standard-marks as the London Hall, or assay office. Each hall has its own scale of rates for the task of marking wares, but they do not vary materially one from the other.

The London mark up to 1823 was a leopard's head crowned. Since 1823 the head has been uncrowned. Birmingham's mark is an anchor and Sheffield's a crown.

Most gold and silver manufacturers select to have their goods "marked" as this process enhances, naturally enough, their selling value. They first have a punch, bearing their initials, made and registered at such assay office as they decide to patronize. This done, they are at liberty, after stating the place of their residence and factory, to send in their goods to be "marked." They must, if they have registered (as most do) an initial-punch, see that all goods sent for assay are punched with their initials so as to correspond with the initial punch registered. The work of initial punching is not undertaken by the assay office.

The process of assay is the removal of all the constituents of an alloy, whereby only the (so-called) precious metals, gold, silver and platinum (if there be any present) are left. This removal is accomplished by the aid of fused lead oxide. A suitable quantity of lead is added to the alloy, which is then set upon a bone-ash cupel, and heated in a current of air. The lead and all other metals except the "precious" ones, oxidize, and the fused lead oxide gathers up the other oxides as fast as they form, and carries them into a porous cupel, until only a button of pure gold or silver is left. This is called assay by cupellation, and is one of the oldest metallurgical operations known. It can, of course, be adapted to test various qualities.

Having assayed the manufacturers' wares, the assay official breaks into two anything that does not reach the required standard, and returns it to the makers. But all goods that are passed as reaching the necessary standard are hall-marked (i.e., marked with the seal of the assay office), date-marked (i.e., marked with the date of the assay), standard-marked (i.e., marked with a sign in proof of its quality) and returned with the broken ones. Incidentally, it might be mentioned that any assay officer who passes as "standard" anything below standard is liable to a minimum fine of $100.

Assay Offices or Halls.

At one time there were twelve assay offices, at London, Chester, Birmingham, Sheffield, Edinburgh, Glasgow, Dublin, York, Exeter, Bristol, Norwich and Newcastle-on-Tyne. The last five, all of which were incorporated about the year 1700, are now closed.

The object of the hall-mark, as has been said, is to show where the article so marked has been examined. As early as 1300 a leopard's head crowned was recognized as the London hall-mark. It remained until the year 1823, when the crown was removed from the leopard

(or cat, as some call it). The Birmingham and Sheffield assay offices, both of which were established in 1773, have respectively as hall-marks an anchor and a crown. Chester hall-mark is a sword betwixt three sheaves; Edinburgh has a castle; Glasgow a tree, whereon are a bell, a fish and a bird; Dublin has a figure of Hibernia, i.e., a woman sitting, holding in her right hand a palm and beneath her left elbow a harp.

This is the important part of the marking, and, curiously enough, the part about which so little is known by those for whom it is meant. It is intended to make it patent to all that the wares marked are of such-and-such a quality. As a matter of fact, an ordinary individual finds the number of standard-marks too numerous and too varying to be of full value. This is probably the reason why they are so little known.

In the year 1300 the standard of gold was 22 carat. The standard-mark, a lion passant, was introduced in 1545, and was used for both gold and silver but in 1844 the standard-mark for gold was changed from the lion passant to a crown and the figures 22. Without any figures it is the hall (not standard) mark for Sheffield. The standard-mark, therefore, for 22 carat gold in England is a crown; in Dublin a harp, crowned; in Glasgow a lion rampant; in Edinburgh, a thistle. Gold of 18 carat quality was introduced into London in 1789. The standard-mark for England is a crown with the figures 18; in Edinburgh, an uncrowned thistle with the figures 18; in Glasgow, a lion rampant with the figures 18; in Dublin, a unicorn's head.

It was in 1854 that 15 carat, 12 carat and 9 carat gold was authorized to be stamped in the United Kingdom. The standard-marks in England are 15.625, 12.5, and 9.375 respectively. In Dublin and Edinburgh halls they are the same, except that at the latter assay office the decimals are omitted. In Glasgow the marks for these three lower standards of gold are lions-rampant with the figures 15, 12, and 9, as the quality requires. By special privilege, Dublin has been authorized to stamp 20 carat gold with the sign of a three-feathered plume.

There are two standards of silver. The original, which is the same as the present standard, was .925. The second is what has been called Britannia silver, being .959 instead of .925. The standard-mark for Britannia silver is a figure of Britannia, and the hall-mark a lion's head erased. This standard of silver existed from March 1697 to June 1720 at which latter date the original standard of .925 was again made law. The standard-marks for silver are, in England, the lion passant; in Edinburgh, a thistle; in Glasgow, a lion rampant; in Dublin, a harp, crowned. Britannia silver was never officially abolished.

Date-marks.

It is the duty of every assay office to affix to all wares assayed a date-mark. These date-marks are most valuable, denoting, as they do, the year in which the articles were made, and thus rendering it possible to judge the value and history of old plate and similar goods. The annual date-mark was first introduced in 1436, but no regular record is to be found until the year 1558. These marks are formed by using letters of the alphabet, one letter in a certain style of type for each year. When a whole alphabet in one cast of type has become exhausted, the alphabet is commenced again. Complete plates of these date-marks, as used in each hall, are preserved.

In addition to the hall-marks, date-marks and standard-marks, the makers of the goods are permitted themselves to stamp the manufactures with their initials. They may also, sometimes, stamp their goods with some private mark, such as a star, so as to be able to identify the workmen who make the goods. These marks are of no special value to anyone but the maker. Beyond these marks, none other are allowed.

Moreover, such marks as are authorized are carefully guarded from fraud. For their protection, extensive legislation has been introduced. All dealers are forbidden to tamper with, erase or add marks, under penalty of fines ranging from $25 upwards. Articles of 9 carat and 10 carat quality, however, are not hall-marked, and are consequently open to a good deal of abuse at the hands of unscrupulous dealers. When, however, the initials of a reliable firm are attached, the goods may generally be relied upon. The word "carat," when applied to gold, has not the same significance as it has when reference is made to diamonds. In the latter case the "carat" refers to weight, 151½ going to an ounce troy; but 22 carat gold, which, by the way, is equal to gold coin of the realm, merely signifies that the standard, reckoned in 1000ths, is 916 2-3 1000ths. The accompanying table is interesting:

Hall-marked silver is equal to coin of the realm in quality, although Britannia silver was proven not so durable as that which was hall-marked previous to its introduction, for which reason the .925 standard was re-introduced in 1720.

In conclusion, it must be mentioned that a very interesting little work on hall-marks has been compiled and published by Mr. William Redman, of St. Stephen's Rd., Bradford, England. The work is simple, yet thorough, and from it a considerable amount of data has been taken for this article.

1 carat, value	3s	6½d per oz.	equals	$\frac{41\ 2\text{-}3}{1000}$
10 carat, value	£1 15s	4½d per oz.,	equals	$\frac{416\ 2\text{-}3}{1000}$
12 carat, value	£2 2s	5¾d per oz.,	equals	$\frac{500}{1000}$
18 carat, value	£3 3s	8½d per oz.,	equals	$\frac{750}{1000}$
20 carat, value	£3 10s	9½d per oz.,	equals	$\frac{833\ 1\text{-}3}{1000}$
22 carat, value	£3 17s	10½d per oz.,	equals	$\frac{916\ 2\text{-}3}{1000}$
24 carat, value	£4 4s	11½d per oz.,	equals	$\frac{1000}{1000}$

WEEKLY CONFERENCES.

At the recent convention of the Indiana Retail Hardware Association, Nelson Gottsall suggested that hardware merchants set aside a certain evening once a week and devote it to the education of their employes. By the use of the blackboard points could be well illustrated and he was certain that manufacturers would be only too glad to have their salesmen attend these meetings and explain the merits of their articles. In defining salesmanship he said it is the art of persuading the purchaser to buy at a profit that which you have to sell. In summing up he said the merchant in order to succeed should have faith in himself, faith in his employes, faith in his customers and faith in his goods

Letters to the Editor

On This Page Readers of Hardware and Metal Are Invited to Express Themselves as Frankly as They Desire on Any Subject Connected With the Hardware and Kindred Trades, Contributions Are Solicited With the Aim of Making This a Purely "Subscriber's Page."

SUBSCRIBERS' PAGE SUGGESTED.

Editor Hardware and Metal,—To make our trade paper of still greater value, I would suggest that you devote a page for the use of subscribers, letting reader's clippings, or short articles that will raise our ideals and stimulate us to attain success in our work. Have the articles short, so that they will be sure to be read and subject to the approval of the Editor. I think the hardware merchants are wideawake and will appreciate the opportunity to pass along some short poem or story that has helped them to go to work again with determination and vim, and become men worthy of success. I enclose a few clippings that have given me encouragement and good, sound advice.

R. C. CHOWN.

Belleville, March 30, 1908.

AUTOMATIC GUN LEGISLATION.

Editor Hardware and Metal,—Your article on "The Poor Man's Gun" in the March 14 issue was read by me with much interest, and as you request subscribers to forward their views, I do so.

I sincerely trust that the movement to repeal the Act prohibiting the use of the automatic gun will never succeed. The argument used against it last year was sound and in line with the experience of any one having had the slightest experience or smallest opportunity to form an opinion. The argument that with the old style of gun many birds (ducks) are wounded to die amongst the weeds, is, perhaps, more or less true, but if this happens with two shots is it not logical to suppose that it will happen to a much larger extent with six shots? That our game from the Atlantic to the Pacific is gradually being driven back to the almost inaccessable northern wilds is common knowledge to anyone conversant in the least degree with the conditions as they really exist. Worse than this, they are being in many localities practically exterminated.

I cannot understand how any government could be so inconsistent as to pass laws for the preservation of game, and then pass laws allowing the use of such destructive agencies as this gun undoubtedly is. In many instances, governments are going to considerable expense to import game birds, etc. The British Columbia government has done nobly in this line, and in the preservation of game, generally. But even there sportsmen have to put up with many bitter disappointments. But they plod along doing their little best to introduce new species and preserve what they have.

There are doubtless some who still think that game is of no use, except for gratifying the appetite of man and provide tasty dishes for the epicure in season and out. Those people are hard to educate as they will insist on giving preference to a certain part of their anatomy, no matter at what cost. If they could only be brought to see the value of game as an asset to the Province, and that by fostering it they might still enjoy a dish of game in common with all others in due course; they would discard their gourmand tendencies and it would be better for them and everyone else. If it be true that there are such members of the House who do not realize what an important asset game is to the country, then the members who do know its value should educate the others. And if there be any who refuse to be educated, let them be left to the electors, in whom I have every faith that after having the question properly put before them will settle it in the way it should be.

To what is to be attributed the disappearance of our buffalos, estimated at 4,000,000 in the early decades of the 19th century, or the perceptible annual decrease in the number of our prairie chicken and grouse? If it is not to indiscriminate slaughter, aided by such engines of destruction as the automatic gun? While there may be some objectionable features with regard to the preserve, there is, on the other hand, much to be said in their favor, as game preservers, and, personally, I see no more objection to a person turning his property into a game preserve than into a hog preserve. In one case he cultivates hogs, and in the other game.

Complete freedom in the use of guns is to be deprecated. In some thickly settled districts it is a nuisance and a menace to the lives of individuals and stock. All guns should be licensed, and then we would not hear of so many lives being lost by accident with guns which were not known to be loaded. The idea of limiting the number of game to be killed by any one sportsman is good, but the difficulty of carrying it out makes it of very little practical use. This is very evident to anyone who has had any experience, or who has any knowledge of the conditions appertaining to the hunting or capture of both large and small game.

That there have been no prosecutions of persons for using the automatic gun proves that the legislation passed has been effectual and has been observed, and the only kick appears to be coming from those who have a stock to sell. For these, my brother hardwaremen, I feel sorry, but surely they have the sporting instinct sufficiently developed in them, and not only the sporting instinct, but the instinct of preservation, to make them perceive that by encouraging the use of such destructive agents they may be killing the goose that lays the golden egg.

J. BURTON.

Langenburg, Sask., March 28.

Note.—The bill introduced in the Ontario Legislature this session by W. H. Hoyle, M.P.P., aiming to repeal the Act passed last session prohibiting the use of automatic guns, was withdrawn and the law, therefore, stands unchanged.—Editor.

LOCAL OPTION TOWNS.

Editor Hardware and Metal,—It will not be long before a number of hotels will be closed up and where are many travelers going for accommodation when forced to go to these towns?

In some towns where local option is now in force meals and accommodation are very poor. Some hotelmen have raised their rates to an unreasonable extent, trying to make travelers pay for what their own town people voted for. It looks as if they were vowing vengance on their guests.

Some hotelmen brought local option on themselves by violating the law at every turn, and the writer has no sympathy for them.

What are the travelers' associations doing about this? They should have been on the alert while the Local House was in session and see what can be done to ensure the travelers accommodation.

A place without a license is not responsible for anything in the way of samples, wearing apparel, meals or rooms. The Government should issue a license or a permit, and if the house is properly kept remit half of their annual taxes as a bonus. The farmers will want meals and stable room the same as the travelers.

I would also suggest that all hotelmen be compelled to furnish a table of their rates to the License Department or the Commissioners, for the district at the time their license is issued, and same to remain in force for the same period as license is given. Many are changing their rates too frequently without cause or reason.

Many improvements have been stopped on account of the temperance wave in the air, but I consider the kitchen and culinary departments of a hotel as well as sanitary arrangements, should be in-

spected by proper officials. The health of the traveling public must have protection of some kind in return for the money they pay for accommodation.

TRAVELER.

Toronto, April 6, 1908.

BUILDING IN THE WEST.

In regard to building, Winnipeg is the only criterion available just now and here it may be said that twenty-two building permits have been issded during the past week for buildings aggregating $65,000. This would indicate that outside of the big railway station the buildings this season are likely to be small, many of them being residences of the middle-class type.

There is no doubt that any lowering in the price of building material would at once be reflected in the increased number of building permits issued, but just at present there is no very great prospect of such a lowering of prices taking place. The money stringency of the past winter will without doubt be reflected in the building trade to a very considerable extent though the natural growth of the city will force the erection of more houses. Many leases are renewed from March to May and a careful inquiry has elicited the fact that there has been a very general reduction of rents, both in business and house property. None of the reductions are sweeping, but they are sufficient to show that the days of the landlord as "cock of the walk" in Winnipeg are numbered, and this in itself will give a great impetus to business in other lines, for the money taken from rent will assuredly go into other comforts for the family. A lowering of rents will, however, tend to lessen the number of houses built by individuals for their own use.

Hardware in Great Britain

(From our special correspondent for Great Britain.)

A General Survey.

The ironmongery trade in Great Britain just now is passing through an unsatisfactory period, like the other trades and manufacturers and merchants see no immediate prospect of an improvement. Various causes have led to this; the one to which the greater blame is attributed being the American financial crisis and the consequent disturbance of nearly the whole of the trade of the civilized world. Certainly there are local conditions which have had a far-reaching effect, not the least important of which is the price of fuel, which has gradually gone up to such a figure that manufacturers have seriously set themselves to wonder whether a cheaper power-producing commodity than coal cannot be produced. Fears are expressed that an additional burden will be placed upon manufacturers if the Government measure for the limitation of the hours of labor of coal miners to eight hours per day is passed, for the coal owners have already intimated that if this takes place the price of coal will be increased eighteen pence per ton. There is, however, this point to be considered; a higher price will check export of coal, and with the home market better supplied, prices will be easier, and the full force of the threatened rise will not be experienced.

Manufacturers for a year have had to contend with an increasing price of all raw materials and this has seriously hampered trade.

Stove Grate Trade.

The stove grate trade with Canada shows a slight increase, but it is questionable whether the increase will continue. At the present time, British stove grate manufacturers' profits are reduced to a minimum owing to the constant calls for different patterns. The tendency is to discourage such changes now that trade is not good, and as it is recognized that Canadian requirements are not the same as those at home, there will not be in the present condition of things a disposition to add to the cost of production.

American Files Not in Faver.

Some of the big factories and retailers have been stocking American files for a long time owing to their cheapness, but lately there has been a revulsion of feeling against them, owing to their lack of durability, and general complaints from customers have been received. In Sheffield, the hand-made and machine-made files are produced with all the laborious detail as in days of old, and the advantage is seen in the lasting wear. Several Sheffield manufacturers are now executing fairly large orders for firms, who state they have discontinued stocking the American product.

Effects of the Patents Act.

The new Patents Act is already having its effects, and the probability is that more employment will be found for British workpeople now that it is necessary to establish a factory in this country for the manufacture of articles, when hitherto all that has been necessary has been the taking out of a patent in this country for articles manufactured abroad. The Gillette Safety Razor Company of America, have already acquired on a seven years' lease, with the option of purchase, the extensive premises known as the Gordon works, at Leicester, and it is expected that employment will be found at first for 250 hands. The firm do a big business in this country, largely through the medium of magazine advertisements.

Sheep Shears.

The sheep shear trade with America has opened out. The prospects were not bright at the beginning of the season owing to the large accumulation of stocks from last year, but lately there has been a notable improvement, and the export trade during the first quarter of the year is expected to compare very favorably with that of 1907.

Cutlery and Electro Plate.

There is a tendency more now than ever for cheapness in cutlery and plate. Very little ivory-handled cutlery is sold except to the big hotels and the big steamship companies. People who bought expensive plate for the home in conparatively recent times now largely do their entertaining at hotels, and the manufacturer has to suffer. The cutlery and plate trades are in a worse state than they have been for very many years, and manufacturers have had to reduce price and devote themselves more to cheaper lines. New patterns have been introduced in the make of jam and fruit spoons, butter and cake knives, general servers, etc., and when these are put up in cases, a ready sale is found. In these lines, too, some very large orders are being delivered to soap manufacturers who give the goods away as premiums in exchange for wrappers.

Steel Rails.

Big steel firms here who make a specialty of rails find that the home railway companies are slow to place orders now that a spirit of economy is pervading all railway management. There has had to be met also new competition in rail making, and at the Barrow Hematite Steel Company's meeting, in explanation of the decreased revenue, it was stated that Canada, for instance, was now making her own requirements of rails to a very large extent.

A few weeks ago, a Sheffield firm completed a contract for the supply of manganese cast steel rails for the Hudson tunnel railway, and it was said here at the time that the company had been unable to get its requirements in this direction, satisfied in America.

Sheffield Steel for Germany and Japan.

Davy Bros., of Sheffield, have in hand at the present time the construction of a 4,000-ton hydraulic press for Krupps, of Essen, Germany. A few days ago they dispatched to Japan a 6,000-ton press, and the dimensions of various parts were such that it was only possible to transport it to the port of shipment on a Sunday when no other railway traffic was about.

Canada's Future.

Sir Edgar Vincent's opinion of the future of Canada has been widely read. He has recently returned home after spending three months in the United States and Canada, and in an interview he declared he saw no reason why Canada should not become as wealthy and prosperous as the United States.

At the adjourned annual meeting of the Lake Superior Corporation, held in Jersey City, the following ticket was unanimously elected: T. J. Drummond and R. Wilson-Smith, Montreal; W. J. Sheppard and C. D. Warren, Toronto; Geo. Tatginson, of Preston, Ont.; F. B. Stevens, James Hay, H. G. Llody, C. S. Hinchman, J. T. Lea, of Philadelphia; J. T. Terry, of New York; and L. N. Lovell, of New Jersey. Mr. Drummond was elected second vice-president, C. D. Warren again being at the head of the concern.

HARDWARE AND METAL

Established - - - 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - - - - 10 Front Street East
Telephone Main 2701

WINNIPEG - - - - 511 Union Bank Building
Telephone 3726

LONDON, ENG. - - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg
NEW YORK - - R. B. Huestis, 544 West 145th St
Telephone 2430 Audubon
VANCOUVER, B.C. - - - - Geo. S. B. Perry
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

HOLIDAY NEXT WEEK.

Owing to the holiday next week (Good Friday), Hardware and Metal will be published on Thursday, instead of Friday. All advertisements, correspondence, etc., should, therefore, be in hand a day earlier than usual. To ensure insertion matter should be received by Wednesday noon.

BONUSING INDUSTRIES.

J. P. Downey, M.L.A., introduced a bill in the Ontario Legislature, making it unlawful for a municipality to offer inducements to manufacturers to establish themselves there, but it was defeated. Mr. Downey's policy is good, though he goes a bit too far, but sane business men will favor the introduction of the bill again next session, in a somewhat modified form. The editors of the MacLean papers have been in close touch with this question for many years, and have been steadily educating the business community to the evils of a system which offers inducements to a concern to remove from one centre to another, or the granting of sums of money to aid men or syndicates who had not yet shown their capacity to handle their own money successfully. The opposition to Mr. Downey's bill came from the representatives of the smaller localities, and it is they who are usually guilty of this unbusinesslike procedure. Let Mr. Downey aim next issue to prohibit cash bonuses or loans by municipalities to any industry.

Years of experience with this question leads those who have studied it, to the conclusion that the granting of concessions to manufacturers in the way of exemptions from taxation, and possibly water rates, are fair, and should be encouraged. In fact, exemption of all manufacturing plants anywhere in Canada, from taxation of any kind, would materially aid the development of manufacturing in this country and be profitable to the municipalities and country as well. On the other hand, the payment of a cash bonus has in nearly every instance been money mis-spent. The establishment and building up of manufacturing benefits the people of a town by the increased business it brings to the place through the money earned by the manufacturer and his employes, and spent by them in the town and among the farmers within radius of twenty or thirty miles. That the farmer particularly benefits by the growth of a town is shown by the increasing revenue of the farmers in its vicinity, and in the value of their lands as well. More important still are the better educational and other facilities for the residents that the larger centres afford.

A small municipality may be excused for offering inducements to a concern situated in a very large centre where taxes are very high. In fact, it would be better for the country, as a whole, to have its manufacturing industries distributed as much as possible.

We are decidedly opposed to bonuses, except in very rare instances. It is not money that successful manufacturers want in this country. It is experienced and intelligent managers and workmen. In the case of new industries, the men who desire to establish them, if they have the experience and have shown their capacity to do things, will find no difficulty, in ordinary times, in securing all the capital necessary.

The industries that are most to be encouraged are those which can turn the raw material produced in the district, or that can be produced in the district, into the finished article, and the ideal condition is when the manufacturing concern is composed of local shareholders who put in their own savings or surplus. This necessitates good management that has been thoroughly tried. This has been done to a very considerable extent, and most successfully, in Oshawa, and in a smaller way in many places for the manufacture of cheese and butter.

SIMPLIFIED DISCOUNTS.

Among the several anomalies which custom has engendered, if not created, in the hardware industry the practice of manufacturers in quoting long series of discounts to the trade, must certainly be classed as one of the most prominent. From time to time various attempts have been made by reformists to induce simplification of the terrible chain of discounts hung round the necks of the jobber and dealer, but the weight of combined effort has not been behind them, and no tangible results have followed their efforts. It is not an easy matter to induce reform, especially where a large number of interests are concerned. There may be a great majority in favor of amending a certain custom, but unless some sort of concerted action be brought about, no reform can follow. A few independents will strike out for themselves and effect improvement, but the others, while agreeing as to the necessity of some such similar proceeding, will wait for a more decided lead before they follow in the path thus set them.

This appears to be the case so far as the discount question is concerned. While there is a diversity of opinion as to the necessity of maintaining the long series of discounts that have grown up, the majority of manufacturers profess to be willing to curtail them providing that their clients are desirous of the change and that other concerns fall in line. So far as the general opinion of jobbers and dealers is concerned, there need be no doubt as to the desire to be relieved of a cumbersome system of discounts.

In these days when time is money, and the complications of a business owing to the ever increasing scope of the hardware industry and the growth of competition, become more intense, harassed merchants do not want their labors intensified by long and complicated discounts. Two or three figures are not objected to, but to be compelled to work out a long chain of some six or seven discounts, not in one or two articles, but in many, is a task—easy enough as an arithmetical problem—but exceedingly annoying when other and more important matters demand time and attention. Lists and simple discounts are one matter, lists and complicated discounts are quite another.

The present system has such a hold, however, upon the manufacturing trade that amendment is not easy. Reform can only be brought about by a continued crusade. Manufacturers must be brought in line. They must be shown that their competitors are as willing as themselves to depart from a custom that

has grown so annoying to the trade generally, and then amendment will be easy. We intend to deal with this subject again, in a further article.

BE CAREFUL IN LOCKING UP.

The epidemic of attempts to rob banks and other places of business, which has been particularly evident during the past two weeks, seems to point to the fact that a larger number of crooks than usual are in the country. Reports from several Canadian centres also say that the police have been warned of the movement of a body of suspicious characters from the United States to Canada.

It might be well for the next few weeks to be particularly careful in locking up. See that windows are properly fastened and stable doors are securely locked before you leave your store for the night. The unexpected may not happen, but it's worth while to be careful.

SITUATION IN THE WEST.

From our Special Winnipeg Correspondent,

One of the announcements of the week that indicates the growth of Winnipeg and which at the same time may afford a solution of the vexed problem of the Grain Exchange. The president is A. M. Nanton, one of the best known financial men in the Canadian West today and the secretary, W. Sandford Evans. The Stock Exchange was under consideration last fall and a charter was secured during the previous session of the local house but it was not thought well to proceed at that time on account of the money stringency. Arrangements were made, however, to secure quarters in the new Grain Exchange building, which was then going merrily on its way to completion. The new Stock Exchange will not open for actual business until August first. It is known that some of the more prominent elevator concerns are actively interested in the Stock Exchange and it is generally felt throughout the city that here may be the way out of a grave difficulty. The fact that the new exchange will open for business just a month before the new crop will begin to come on the market is in itself suggestive. The financial backing of the Stock Exchange is of the best and it may be that this organization will buy the Grain Exchange building when it is put up at Sheriff's sale. In the meantime there is no manner of doubt the old exchange is breaking up from the inside with even greater rapidity than was expected. The very fact that it is doing so bodes ill for the forming of a voluntary association, without charter, to operate as an exchange. Although the old organization worked under a charter it was always more or less of a voluntary character, that is, men belonged to it and observed the rules because it was an advantage for them to do so. Now there is no control over the quotations, the commission rule is abolished and no new rules can be made without the consent of the prothonotary. The cohesion seems to have disappeared, one member is cutting into another member's business, writing his customers and the like, and the whole Exchange is demoralized.

As a lesson to those who have asked for and those who have passed the vicious confiscatory legislation it might be well if one crop had to be marketed without the well regulated facilities that have been in use for so many years, but this would mean a great loss to the country as a whole, so that thoughtful people are earnestly hoping the matter will be settled in some way and trade conditions running smoothly before the next crop has to be marketed.

* * *

The outlook for seeding the crop is exceedingly bright at the present time. In Southern Alberta seeding has already started in a number of places. In Northern Alberta, if the present weather continues, the seeding will start in a few days, and indeed, that is true of almost every section of the West. In some small areas the March snowfall was so heavy that it will probably be April 15 before they can begin, but as these were among the sections that were dry last year no one is doing any kicking on the score of the snow.

The Government grain seed distribution is progressing splendidly, all wheat will be in the farmers' hands by April 15 and all the oats and barley before May 1. Conditions in the West could not be better, for the time of the year, than they are this season.

* * *

If there is one thing in the Canadian West that gives satisfaction more than another, it is the fact that in spite of the money stringency the principal and interest of loans has been so well met throughout the entire season. Even the most optimistic of the loan company managers now admits that the continual supply of money from this source has been a surprise to him. This condition has produced its legitimate result and those who had invested heavily in the West before are seeking further investment and money is plentiful for loans, of good quality, especially on farm lands. The principal and interest was a little slower in coming in last year but it came and now loan companies are looking for business. Funds are coming in for investment all the time and it is very noticeable the extent to which British capital is now seeking investment in the Canadian West. Indeed, some of the loan companies are receiving considerable correspondence at the present time from India from parties seeking reliable investment. The tight money situation was not caused because money did not exist but because it was being hoarded, owing to a scare. Periods of this kind are always followed by abundance of money and the present is no exception, only the money has come out of hiding rather more quickly than usual after a panic and it is particularly gratifying to those who have always had faith in the West that so large a stream of money, seeking new investment, should be coming our way. Though little was said about it, loaning on high-grade securities went on steadily all winter. It was always possible for first-class security to get a loan, indeed, one loan company has always had at its credit at least $250,000 for this purpose. It is not thought, even by those who have the largest amounts for investment, that rates are likely to be much lowered because the demand for money for the carrying on of development work is so great that there will not be any difficulty in placing even the large investments offered. At present the rates run from 7 per cent. in the choicest sections of Manitoba to 8 and 9 per cent. in the farther west.

Some idea of the amount of railway construction that is not only projected, but is now actively under operation in the Canadian West, is given in the fact that one of the big contracting firms has at the present time 12,000 men under engagement and the major portion of them at work in the West.

All the railways report an increasingly heavy traffic business and though the past winter curtailed receipts in the matter of freight handling, the passenger departments more than made up for it, especially in traffic from West to East that being heavier than from East to West which is the reverse of former experience during the winter months.

* * *

One of the events of the week is the C.P.R. announcement of party rates for parties of ten or more traveling on a single ticket from points in the east to points in the west. The basis is one fare for the round trip by the all Canadian route. This is making the companies that have not all-Canadian routes sit up and take notice, as it is very questionable whether they can get their American colleagues to give them the same rates through Chicago and St. Paul.

It is supposed that the C.P.R. is doing this specially with a view to developing certain portions of territory in the West, where they are laying out new townsites. The company are offering 51 new townsites this season, the most important being Wilkie, in the heart of the Cut Knife country south of Battleford and 80 miles from Saskatoon on the new line of the C.P.R. This offer should give the local merchants on any of these townsites an opportunity to get in good friends of his from the East. There are few who do not know at least ten who would be desirable settlers, from their old home town.

* * *

The proposed purchase of the electric street railway by the City of Winnipeg is one of the much discussed subjects at the present time. There is no doubt the feeling in favor of the city owning this system is very strong.—H.

The steel bridge being built here for the Grand Trunk Railway is now practically completed. Trains can cross at any time and steel laying will be commenced from Saskatoon west

HARDWARE TRADE GOSSIP

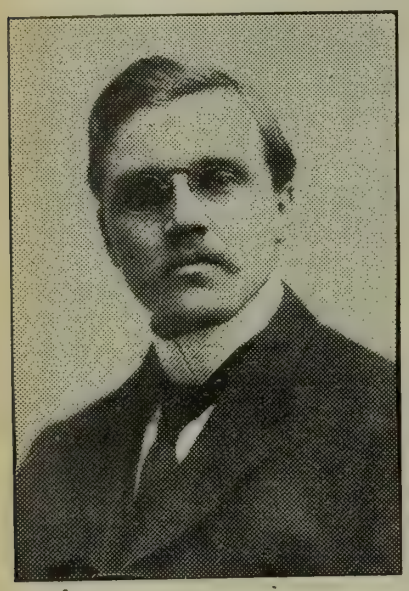
Quebec.

H. T. Kirk, of New Westminster, B. C., visited Montreal on his way to New York.

A. Albin, of Glen Robertson, Ont., has been visiting hardware circles in Montreal.

Nap. Peltier, grocer and hardware merchant, Fraserville, Que., has assigned to V. E. Paradis.

Dolphis Nantel, aged 50 years, who was badly injured at Simond's Canada Saw Co.'s works, at St. Henri, Montreal, has died in the Western hospital.



K. R. V. Andras, of Drummond, McCall & Co., Who Died Suddenly in Montreal.

The Vulcan Portland Cement Co., Limited, has been registered at Montreal, G. W. MacDougall being president.

Ontario.

Brickman & Stoll, plumbers, Stratford, have been succeeded by Brickman & Baker.

Fire did considerable damage to the store of J. Fries & Son, hardware merchants, Lion's Head, Ont., last week.

The Western Wire & Nails Co., Limited, London, suffered a small loss by fire last week, fully covered by insurance.

D. G. White, of Geo. A. White & Co., Trenton, was a caller at the office of Hardware and Metal on Thursday. He reports business at Trenton to have been very satisfactory during the winter and spring and with the extra canal work to be done prospects for the future are bright.

J. M. Robertson, Tweed, Ont., who died last week aged 48 years, located at Tweed in 1885, coming from New York City and going into partnership with Wm. White in the hardware business. He and Mr. White remained together for three years when Mr. White sold out his interest to Mr. Robertson and gave him a five years' lease on his store. At the end of this time Mr. Robertson decided to build for himself and erected the building known as the Robertson Block, the tallest business building in Tweed and he conducted his hardware store there until his death. By his unfailing attention and good business methods he succeeded in establishing one of the largest businesses in this section of the country. The funeral which was held in Norwood on Saturday morning was very largely attended.

Maritime Provinces.

Benjamin Windsor, stove merchant, Dalhousie, N.B., has sold his business to G E. Mercier.

Western Canada.

The Victoria Plumbing Co., Victoria, B. C., has dissolved.

The Kelly Plumbing, Heating and Lighting Co., has assigned and F. S. Clark has been appointed provisional liquidator.

Clarence Kennedy, son of J. B. Kennedy, M.P., New Westminster, B.C., died a fortnight ago at Vernon, B.C., Deceased was formerly a clerk in Anderson & Lusby's store at New Westminster.

A. C. Archibald of the Nicholson File Co., was in Winnipeg this week on his return east from a business trip to the Pacific coast. He reports a marked revival of confidence among western business men.

UNIQUE COLLECTION GAME HEADS.

In the show rooms of the Pease-Waldon Co., Winnipeg, there is a unique collection of game heads which is the admiration of the firm's customers and visitors to the show rooms. It was secured from N. J. Dinnen of Lewis Bros. and is one of the best collections for its size to be found anywhere in Canada. each head being a particularly fine specimen very difficult to obtain. On the walls of the big show room they can be seen to very good advantage and they add a touch of distinction to the salesman's workroom.

This collection includes a magnificent specimen of the Canadian Wapiti, shot in the foothills of the Rocky Mountains; a Virginian deer head; two mule deer heads; one small and the other one a particularly fine specimen, shot in Alberta; two prong horns; a splendid specimen of the musk ox; two grey timber wolves; two good specimens of the Canada lynx; a badger; a red fox; a Rocky Mountain goat; an American big horn, one of the largest on exhibition anywhere, and two smaller specimens of the same; a black bear and a Canada wild cat.

The Pease-Waldon Co. are justly proud of this collection.

BOOMING QUEBEC'S CELEBRATION

The Dominion Wire Manufacturing Co., of Montreal, have shown in a practical way their patriotism by having a special ter-centenary envelope engraved, showing in colors the Champlain monument with a view of the Citadel, and headed with the advice "Go to Quebec." The design is very artistic, and the idea of sending their correspondence out in a ter-centenary envelope is a commendable one, and will, no doubt, have the desired effect of inducing some of their customers to spend a few days in Quebec during the coming season.

THE LATE JAMES CLELAND.

On Tuesday, March 10, James Cleland, ex-M.P.P., and a widely known Meaford, hardware merchant, passed away at his home after an illness of about a week's duration from the effects of pneumonia.

The late Mr. Cleland was born in Glasgow, Scotland, and came to Canada when eighteen years of age, locating in Collingwood, where he embarked in the hardware business with his brother, Hugh. In 1861 the Collingwood partnership was dissolved and deceased went to Meaford to live and the same year he inaugurated the hardware establishment known at present as Cleland Bros. Deceased was largely interested in the organization of the Meaford Law Building & Manufacturing Co., at present known as the Meaford Wheelbarrow Co. The late Mr. Cleland was a liberal and a Presbyterian. He was Mayor of Meaford for three terms in 1885, 1886 and 1889. He also held public office in the capacity of Reeve, and for many years occupied a councilman's chair. He was elected to the Ontario Legislature in 1890, and again in 1894, in the Liberal interests.

THE LATE JAMES CLELAND, M.P.P., MEAFORD.

The funeral took place on Thursday, March 19, and the cortege was one of the largest in the history of Meaford. A widow and five sons, three of whom are engaged in the hardware business at Meaford, are left to mourn the loss of a much-honored father and advisor.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 64.)

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.
Copper—Not quite so firm.
Lead—Shading for large lots.
Pig Iron—Maintains strength.
Linseed Oil—Cut of 1c.
Iron Pipe—Cut in ¼-in. and ⅜-in.

Toronto.

Linseed Oil—Decline of 3c.
Turpentine—Dropped 1c.
Iron Pipe—Smaller sizes lower.
Tin—Unchanged.
Iron—Continues firm.
Copper—Still at 14c.
Lead—Not so firm.

MONTREAL HARDWARE MARKETS.

Montreal, April 10.—Trade reports are certainly this week of an encouraging nature. Good weather is an important factor in the situation, and the warm sun and generally spring-like conditions prevailing have stimulated business. There is a greater snap to trade. Country consumers are moving about more freely. Farmers are looking up their implements, and finding that many an article wants renewing, Careful housewives are overhauling their kitchen utensils, anxious to repair the ravages of a long winter; and making preparations for spring cleaning. Gardeners, professional and amateur; carpenters, etc., will all soon be active consumers, and the dealer must be ready for them. There is little time to waste. With ,a continuance of the warm sun of the past week, vegetation will soon begin to take on a green tint. Seeding has already started in some districts in the west, and experienced farmers say that the conditions for a big crop this season are better than they have ever known.

The dealer must be prepared to take advantage of the good spring opening and the better trade promised. That many are wise to the fact can be seen from the increasing volume of orders now coming in. Spring goods, tools, and builders' hardware are moving in better bulk, and every day sees an appreciable difference. With the stimulus of the G.T.P. and other construction work being pushed on more urgently as spring advances, money should circulate better, and there should be little reason for consumers denying themselves anything they may want. Economy in necessities of life is as great a mistake as extravagance in luxuries, and the prosperity of the country is such that there need be no self denial for fear as to the future.

Builders' Hardware—Builders' hardware and supplies are feeling with greater force the closeness of spring, and the opening out of building operations. Immediate deliveries remain strong owing to much finishing work going on, while orders for future delivery are improving. Building prospects seem to improve as time goes on, and architects have much more work on their hands than they had. Lock sets, bolts, butts, are in good demand. Prices generally are unchanged.

Railroad Supplies—The various lines are moving at present much about the same as last week. Construction cannot be said to have started in earnest yet, and the trade has not begun to feel the effect of the great railway work in view. Crowbars, track spikes, picks and hammers continue to move well.

Spring Goods—These articles are naturally feeling the greatest stimulation, and many lines are moving out in a very encouraging manner. If the same relative progress be maintained for the next few weeks there will not be much to grumble at in the extent of the business done. Egg crates are moving well for immediate delivery as well as green wire cloth, screen doors, spring hinges and door pulls, carpet sweepers, and household utensils. Lawn implements are in better demand for immediate and future delivery.

Sporting Goods—Athletic supplies are showing improvement, and baseball outfits, lacrosse sticks, etc., are feeling the effects of the spring weather. Various athletic organizations are already making active preparations to start the season, and all sporting articles should from now on be in better demand. Ammunition and shot are moving fairly well, but guns are sluggish. Prices on ammunition do not appear to be entirely settled.

Carpenters' Tools—Planes, hammers and edge tools are in good demand, and the trade generally shows promising signs. The commencement of the building season will stimulate orders. Dealers' stocks are apparently light, and a strong consumptive demand will make heavy inroads upon them.

Nails—Nails are moving out steadily. Prices are firm at $2.30, and holders' stocks at present are fully equal to the demand. Dealers' stocks are considered light, however, and a heavy call would alter circumstances somewhat.

Screws—Screws are in better demand. Stocks are now in fairly good shape, and in only a few sizes, principally for electrical work, is there any scarcity. We quote 85 and 10 for flat head bright; 80 and 10 for round head, bright; 75 and 10 flat head brass, and 70 and 10 for round head brass.

Iron Pipe—Fair business is being done and trade will improve when navigation opens. Stocks are getting down somewhat. Owing to competition, prices have been cut on the ¼ and ⅜ pipe, which is now quoted at $2.03 and $2.25, respectively, for black, and $2.86 and $3.08 for galvanized.

Bolts and Nuts—Prices are firm, with stocks in good shape. A promising spring trade is commencing, and prospects daily assume better shape.

Wire Goods—The demand for bright wire goods continues to improve. Screw hooks and eyes, wire hat and coat hooks are moving weel, especially for immediate delivery. Prices are unchanged.

Cutlery and Plated Ware—Cutlery and plated ware for presentation purposes are in better demand. Carvers in cases and other case goods, dessert knives and forks, berry spoons, salad sets are all showing good movement. Prices are unchanged.

Building Paper—Orders are encouraging, and when the better freight rates are in force trade will be greatly encouraged. Stocks are well assorted and prices are unchanged.

Cement—Orders are good for the time of the year, and with the railway construction work and building operations starting in earnest, a strong demand will prevail. Prices are firm. Fire clay bricks are also moving well, and prospects are very bright.

TORONTO HARDWARE MARKETS.

Toronto, April 10.—Overtime has been the order of the day in the wholesale houses, shipments of spring goods being actively rushed forward since the beginning of the month. Last year nails, wire, screen doors, shovels and other lines were forwarded in the early months of the year and merchants were glad to stock them to be certain to have the goods when the spring trade opened. This year things are different and retailers have been in no hurry to take in new stocks, many orders due to be shipped in February and March being held back on the retailers' request. Jobbers, too, knowing the general feeling, have not pressed shipments upon customers and the consequence was that April opened up with heavy unfilled orders on the jobbers' books. The early indications of spring put heart into some of the wavering ones and requests began to come in for forward delivery of delayed lines. The brisk movement of goods during the past ten days has been the results.

Jobbers, of course, are glad to be busy again and willingly give up Saturday afternoons and extra hours in the evening as they realize that if sales and deliveries aren't made in April and May they are not likely to be made at all. And the position with the retailer is about the same—if he does not get his stock in shape now he's going to lose business. Indeed, it is certain that much business has already been lost by dealers who have let their stock run too low. Reports, well verified, from catalogue houses, are to the effect that while business over the counter has been dull with them as with other retailers, mail order sales have been exceptionally large. The reason given is that retailers have been sitting too tight and with no assortment of goods on their shelves to offer customers trade has been deflected to the mail order houses where a more varied selection can be made. Merchants who want to encourage home buying can only do so by being able to supply the goods.

Builders' Hardware—Both orders and requests for delivery of booked goods indicate that an awakening is taking

place. Prospects are steadily improving. Locks, knobs, tools, cement and building paper are all in good demand.

Nails—A good demand continues. Jobbers' stocks are large but as few retailers are loaded up an increase in the demand would soon run stocks down. We continue to quote $2.30 base.

Bolts and Nuts—A good spring trade is being done. Screws are also in fair demand. Quotations are unchanged.

Wire Goods—Delayed shipments of screen doors poultry netting, bright wire goods, screw hooks and eyes, wire hat hooks, etc., are all feeling the impetus of the spring movement. All are goods which should be in the dealers' hands without delay.

Heavy Goods—A cut has been made in ½ and ⅜-inch black and galvanized iron pipe, ¼ being now $2.10 for black and $3 for galvanized and ⅜ $2.35 and $3.15 respectively. The cut is from 10 to 30 cents on the different sizes. Bar iron is unchanged.

Lawn Goods—All such lines as garden hose, lawn mowers, tools, swings, hammocks, etc., are in increasing demand, with harvest tools being also stocked ready for the spring trade.

Kitchen Utensils—Enameled ware, sink brushes, wringers, carpet sweepers, refrigerators and other lines bought at housecleaning time are being shipped in large quantities. Prices are firm and unchanged.

Railway and Mining Supplies—The large contracts for railway work now being given are spurring on retailers in the newly opened districts to prepare for the coming of the armies of workmen. The outfitting of prospecting parties is also creating some business in the mining districts. Dynamite shovels, picks and camp goods are included in the orders being shipped.

Sporting Goods—Spring weather is creating a demand for athletic goods, such as baseball and lacrosse club outfits. Fishing supplies have also been given a start by the opening of the rivers, guns and ammunition are not so much in demand but some lines are selling.

Silverware and Cutlery—Inquiry for these lines for the June wedding season are increasing, carving sets and cut glass are being favored in many orders.

MONTREAL METAL MARKET.

Montreal, April 10.—The primary markets have not altered very much in price this week, although it looked at one time as if the threatened break in the English tin situation had come about. London quotations fell off badly but the market became stronger again, and the bulls still remain in control. They are holding prices, in the face of the dull conditions obtaining, in a remarkable way, but the situation is far from strong, and the markets are certainly not in any better shape for the continued manipulation. The strength of tin in New York is likewise being maintained, although the market gave way slightly in sympathy with London. The spot premium still continues. Although the arrivals and deliveries for March show an increase in New York stocks for the 1st of the month, supplies are concentrated, and there appears to be still a scarcity of outside lots. The outlook seems a little more favorable across the border, as the tin plate mills are said to be running at full pressure, and little of the finished article is stated to be going into stock. It is certainly not too much to expect that other industries using tin will be coming into the market before long, which would certainly start the ball rolling in the right direction. Trade conditions in the States are still depressed, but recovery should be quick when it does come.

Copper has weakened again in the English market, which is unfortunate, as, owing to present conditions in the States, the latter market is being guided by English prices. The demand across the border is not yet strong enough to place the market outside the influence of foreign speculative movements. Trading in copper seems to be more active this week. The smaller consumers are again more to the fore, and although the transactions are not very great, they are encouraging.

The pig iron situation continues consistently firm. The Lake Superior ore producers are making a strong stand, and state that there will be no reduction in prices this season. A fairly large sale has been put through this week at regular prices, which looks as if this position would be maintained. The English and Scotch markets are still in splendid condition. Locally the demand is steady, if not a greatly improving one. No doubt the approach of open navigation will tend to liven matters up.

Pig Iron—The United States markets continue in a quiet and unsatisfactory condition. Consumption is small, and there does not seem to be any immediate prospect of betterment in conditions. It is stated that some of the smaller producers are cutting prices to the extent of $1 or even $2 per ton below figures named by associated interests. The Lake Superior ore producers continue firm in their resolution not to cut prices this season. It is thought that the ore movement will be much less than in the past two years, which showed an average of 40,000,000 tons. The English market continues firm, with heavy exports, principally to Germany. Stocks in store show a decrease, which fact, coupled with reduced production, form the basis of a strong marketing position. Whether this export demand is going to continue or not seems to be the crux of the whole situation. The maintenance of prices will probably depend entirely upon the export orders received in the next month or so. It is understood that orders already booked are nearing completion. Good Scotch brands are selling readily at prices which are somewhat above the level prevailing since the beginning of the year. A number of Scotch furnaces are out of blast, which fact tends to strengthen the position of the markets. Cleveland warrants are now 51s 6d.

Locally, there is a fair demand for spring delivery, and some good orders have been booked during the past few days. Quotations ex store are unchanged at: Middlesboro No. 1, $21.50; No. 3, $20.50; Summerlee, $25.50.

Ingot Tin—Tin has fallen off slightly in the English market, being quoted at £144 15s, which is 5s less than our last quotation. At one time the market seemed likely to break badly, but the bulling movement which has characterized tin for some time held control. The danger of the situation is obvious. There seems to be increased activity in futures which is considered a hopeful sign, and undoubtedly for the time being the States situation is more encouraging. The tin plate mills are stated to be running at nearly full capacity, and very little of the produce is going into stock. While the tin situation is not strong, one or two hopeful signs are apparent on the surface. The action of the Dutch authorities in reducing Banca sales for this year is not being so favorably commented upon as it was. There seems to be an idea that a surprise may be given the market, which at its present strength could not stand surprises. Prices are around 32⅛c in the States, and locally there is no change at $34.50.

Copper—Copper is weaker again, English quotations having fallen off over 13 shillings, compared with our last published price. This has tended to weaken the New York figures, as the primary market in the absence of strong domestic buying, is swayed by English prices. It is stated that the consumption is improving, and that inquiries are much more encouraging than they were. This is just as well, considering the fact that production is going along without cessation. The Granby mines, for instance, had record breaking weeks in March, and have been shipping at an average of 3,755 tons daily. The tonnage for March will for the first time in the history of the Granby mines, or in that of any other copper property in the Dominion of Canada, exceed 100,000 tons. The English market is quoted at £59 12s 6d. Locally the price is unchanged.

Lead—Lead, likewise, is weaker, the Old Country market being at £14, which is 5s less than last figures. Business appears to be dull, but there is some hope in the fact that producers are curtailing their output. It looks as if the manufacturers will not replenish stocks until the market for the finished article improves. Locally, we continue to quote imported pig at $4.10, and bar at $4.50, with a tendency to shade for large lots.

Spelter—Spelter remains at £21 2s 6d, with prices a shade easier East St. Louis. Some fair business has been done, but apparently the market has been kept back by second-hand offerings. Locally, with a quiet demand, we make no change in quotations.

TORONTO METAL MARKETS.

Toronto, April 10.—In the face of an absence of business activity for several months, and with orders of a very light character, it is rather surprising to note the continued firmness manifested in the different metals. The best explanation offered is the control over the markets by strong influences which, while manipulating the prices for their own benefit, manage to keep the level considerably higher than conditions would seem to warrant.

The situation this week shows no material change from that of a week ago, although prices of copper, tin and lead have suffered declines in London. Each week, however, sees the prices rise and fall within a range sometimes wide and sometimes narrow, and in a market like Toronto dealers cannot follow too closely these outside speculations. Buying of a small character continues with no particular metal in demand. Stocks in consumers' hands are light and until money is more plentiful no heavy purchases to take advantage of low prices are likely.

Pig Iron—The firmness of pig iron continues to be the feature of the metal market. The demand is steady, though sales are in small lots. British markets continue particularly strong with both heavy exports and a brisk domestic demand. We quote $22 for No. 2 Canadian foundry and $21 for No. 3 Middlesboro.

Copper—The foreign market has weakened slightly, there being little business doing. With no chance to make large sales, local dealers are offering no concessions in price. It is interesting to note that some recent sales of aluminum have been made for electric transmission on the Southern Pacific Railroad, replacing copper to this extent. With copper at 13c and aluminum at 30c the difference must be covered by relative weight in favor of aluminum. We continue quoting 14c for casting ingots.

Tin—Advances were made late last week owing, it is said, to the United States Steel Corporation being in the market for stocks. The middle of this week, however, saw prices sag. Locally we quote 34 to 34½c.

Lead—A slight weakening has taken place during the week, but with a fair trade doing locally prices are unchanged at 4 cents for imported pig.

Spelter—A better inquiry exists and this metal, with iron, enjoys the greatest confidence. London prices have advanced slightly. We continue Toronto quotations at $5 for foreign and $4.75 for domestic.

Antimony and old material continue dull and unchanged.

U. S. IRON TRADE.

Cleveland, O., April 9.—The Iron Trade Review says the iron and steel trade continues to move quietly along the road to recovery. The improvement is gradual in extent and so subdued in tone as to give rise to a question as to the true tendency of the time, unless the situation be carefully analyzed.

With the spring season advancing, the quickened life of industrial affairs normally present, has, with few exceptions, failed to assert itself in the usual degree. Large undertakings with their resulting requirements upon which present mill and shop capacities are so largely dependent, are noticeably absent. In this respect the effect of the meager buying of the railroads stands out most conspicuously. Small shop operations in this district at the present time are reflecting the lack of a consistent patronage.

To a great extent, present mill activities are being supported by small order business, but the trade of this description has been fairly constant and steady. Under such conditions, the appearance of any decisive buying movement is expected to manifest itself quickly in a marked increase in the strength of the entire industrial field. It is the recognition of this fact that is contributing largely to holding the sentiment of producers so hopeful and uniformly optimistic.

The present week has brought the production of tin plate of the leading producer to practically a normal stage. In this respect tin plate is the first iron and steel product to reach such a basis of operations since the decline of commercial activity. The wire trade continues active and sheets are affording more encouragement to the makers. There are more definite indications of buying of merchant pipe and a shade of improvement is offered in the rail and bar situation. Other lines are unchanged.

LONDON, ENG., METAL MARKETS.

London, April 8.—Cleveland warrants are quoted at 51s 10½d, making prices as compared with last week ½d lower.

Spot tin opened weak at £143 10s, futures at £142, and after sales of 350 tons of spot and 300 tons of futures, closed weak at £141 15s for spot and £140 15s for futures, making prices as compared with last week £3 5s lower on spot and £3 5s lower on futures.

Spot copper opened easy at £58 17s 6d, futures at £59 7s 6d, and after sales of 250 tons of spot and 400 tons of futures, closed easy at £58 17s 6d for spot and £59 5s for futures, making prices as compared with last week £1 7s 6d lower on spot and £1 10s lower on futures.

The spelter market closed at £21 10s, making price as compared with last week 7s 6d higher.

The lead market closed at £13 18s 9d, making price as compared with last week 6s 3d lower.

CRIMINAL CODE AMENDMENT.

It is understood that Mr. Gervais, M.P., will make an attempt during the coming week to secure the adoption by parliament of his amendment to the Criminal Code as referred to in the report of the recent convention of the Ontario Association at Toronto.

The Standard Implement Co., of Port Stanley, Ont., with a capital of $75,000, will at once start building. They intend to manufacture and sell farm implements, more particularly disc plows for horse power and engines.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Machine Repairs.

The Gem Manufacturing Co., Pittsburg, Pa., have recently published a new and attractive catalogue describing articles of their manufacture, including oilers, torches, pulley lubricators and drilling machinery. The book is tastily compiled and the many lines set out are carefully described with the aid of cuts. The book should be of interest to the trade generally, especially to dealers in machine repairs and mining tools. It will be sent on request by mentioning this paper.

Spring Stove Catalogue.

The Canada Stove and Furniture Co., Montreal, have published a spring stove catalogue containing illustrations of the various makes of stoves handled by the above company. The catalogue has been carefully compiled and should prove of interest to the trade. Copies will be sent on application by mentioning this paper.

Corundum and Emery Wheels.

The Canadian Hart Wheels, Limited, Hamilton, operating the Canadian Corundum Wheel Co. and Hart Corundum Wheel Co. have issued their 1908 catalogue, and hardwaremen who have not received copies should write at once, as the book is one which should be on the catalogue file of every hardware store handling oil stones and doing a business with machine shops and mechanics.

The book is gotten up in very handsome style, comprising about 150 pages of heavy quoted paper, on which the many illustrations show up very clearly, prices being also given in plain figures sufficiently low to interest buyers. The emery and corundum scythe stones, knife sharpeners, oil stones, razor hones, etc., shown on pages 58 to 61, are particularly seasonable lines. In order to secure a copy it would be well to mention having seen the announcement of the catalogue in Hardware and Metal.

Tree Swings.

A seasonable line which ought to have a very large sale during the coming summer months has been put on the market by the Oneida Community, Ltd., Niagara Falls, Ont. It consists of a particularly safe swing to be attached to limbs of trees or other supports, the swing being made of the substantial chain for which the Oneida Community Co. is famous. The swings are equipped with rubber handle grips and hardwood seats, being packed ready for use complete in boxes with screw eyes and rings, making it as easy to put in position as a hammock. By pushing the line with hammocks during the summer season, a large number of sales should result, and as the summer season is rapidly approaching dealers who have not ordered a supply of the swings should write to the manufacturers at once for prices and other information.

Quebec and Maritime Provinces

Horsenail Manufacturer Dies at Montreal—Building Activity at St. John—News of Nova Scotia's Iron and Steel Industries—Maritime Residents Advised Not to Migrate to Other Parts.

ST. JOHN, N.B.

St. John, April 7.—Judging from present indication, high prices will rule in building materials this year. Lumber in most cases will be higher than last year. Several new structures will be built here during the summer, plans for some of them being now ready and contracts awarded.

* * *

The Edward Partington Pulp & Paper Co. will erect the first absolutely fireproof warehouse in St. John. It will be 90x30 feet, and two storeys high. The foundation will be of stone and concrete, and the walls of brick. The floors and roof will be of corrugated steel and concrete. The only wood used will be for the doors, which will be metal covered. The building will be used for storing sulphur and valuable chemicals used in the manufacturing of pulp.

* * *

The Bank of New Brunswick will erect a stone front building for their west side branch. It will have 35 feet frontage and a depth of 62 feet. The floors will be of concrete steel, with tile finish.

* * *

The journeymen painters here are demanding an increase in wages of 25 cents a day. They have been receiving $2.25, and now ask for $2.50. Several of the master painters have acceded to the demand, but the majority refuse to pay it. The outlook for a busy season is not very bright.

* * *

The School Board at Moncton are securing plans for a new fireproof school building in the west end of the city.

* * *

A comparative statement of the customs revenue collected at the Port of St. John for the fiscal year ending 31st March, 1906-7 and 1907-8, shows an increase for 1907-8 of $47,282.84, as follows: 1906-7, $1,335,383.74; 1907-8, $1,382,666.58.

MONTREAL.

Montreal, April 8.—John Torrance, one of the best known business men of Montreal, and president of the Canada Horse Nail Company, Montreal, is dead, after some weeks of illness, through heart trouble and pneumonia. Mr. Torrance was the son of the late David Torrance, for many years president of the Bank of Montreal, and head of the firm of D. Torrance & Co., agents and shippers, and Montreal representatives of the Dominion line of steamships. Deceased was born in Montreal in 1835, and has lived in the city all his life. The history of his business career goes hand in hand with the history of the rise and growth of the Dominion line. Mr. Torrance has been described as one of the best posted ship owners in the Dominion, and as one who had done much to solve the question of transportation between Canada and the Old Country. For many years Mr. Torrance served on the Board of Harbor Commissioners, he was a director of the Accident Insurance Company of North America, and served as first and second vice-presidents of the Montreal Board of Trade. The deceased gentleman leaves a widow and two sons.

* * *

Hon. Rodolphe Lemieux, Postmaster-General, hinted at a meeting in Montreal between himself and the president and members of the Montreal Produce Merchants' Association, that it was probable that the rate of postage on drop letters in cities will be reduced from 2 to 1 cent. Robt. Bickerdike, M.P., called the attention of the Postmaster-General to the efforts made to re-establish the lower rate of postage, and Hon. Mr. Lemieux said: "I think I may say that before the end of the session our friends who are interested will hear something on this subject that will prove pleasing to them." The meeting in Montreal was really to discuss the continuance of the Saturday mail service between Canada and Great Britain. Mr. Lemieux stated that the service would be continued with the Dominion line, and that the question of an increased subsidy would receive the serious consideration of the Government.

* * *

K. R. V. Andras, in charge of the stock department of Drummond, McCall & Co., Montreal, is dead, from internal trouble, after only a few days' illness. Mr. Andras was exceedingly popular, not only in business, but in private circles, and his death came as a great shock. He was an all-round athlete, and was recently elected a member of the committee of the Montreal cricket club. He was also well known in boating circles.

* * *

A spring appearance is being given to the various hardware stores by appropriate window effects, and it is astonishing how the displays help to brighten up the streets, besides making passers-by feel pleased that the long winter has at last commenced to go. An effective, yet simple, side window has been arranged by H. A. Bernier, of L. J. A. Surveyer, St. Lawrence Boulevarde. On a background of green cloth, to represent the coming color of the lawns, are suspended a number of lawn and garden tools. All around the sides, are green leaves with roses of various colors, the whole giving a pretty effect, besides showing the tools off well. This idea of showing that spring is close at hand is worthy of being followed.

* * *

Several thousand dollars have been subscribed for a new four-storey building, to be used by the Old Brewery Mission, of Montreal. Plans have been prepared by Messrs. Finlay & Spence. The cost will be $50,000.

HALIFAX.

Halifax, April 6.—Business conditions are only fair for the season of the year. The spring is much later opening up than was anticipated some weeks ago. Stormy conditions have prevailed since April set in, and this has had a bed effect on trade. The roads are very bad and travel difficult. The travelers out are doing fairly well, but not quite as good as might be expected. Prices are steady and collections about an average.

* * *

John Drummond, manager of the iron works at Londonderry, accompanied by several expert mining men, visited the iron ore properties at Nicteau and Torbrook last week. Mr. Drummond is deeply interested in the industrial development of the province. The visit of the party was in connection with the ore deposits at Torbrook, on both the north and south veins, with a view to more extensive development, and shipments abroad. The company is considering a proposition to obtain water-power from Nictaux sufficient to supply the needs of the mine.

* * *

The M. E. Keefe Construction Company, of Halifax, has been awarded the contract for the ertction of the new technical school building in this city, and also for the alterations to the Halifax post office. Both contracts are very large.

* * *

Mr. Enright, a Montreal plumber, is visiting Cape Breton. In an interview he stated that trade and business generally seemed to be in much better condition at present than in Montreal and Toronto. He strongly advised Cape Bretonians to remain at home and not be lured to the west, as hard times prevail there.

* * *

The annual meeting of the shareholders of the Nova Scotia Steel and Coal Company was held at New Glasgow last week, with the president, R. E. Harris, in the chair, The address of the president dwelt upon the main features of the past year's business. Speaking of the present year, he said that the outlook was very good. The old directors were re-elected, except that the number was reduced to thirteen, no appointment having been made in the place of the late Harvey Graham. Following out their retrenchment policy, inaugurated recently, the company has laid off a large number of laborers, and also six of the nine men who comprise the draughting department.

* * *

F. J. Cragg, of the retail hardware firm of Cragg Bros., has left on a visit to France, Germany and Rome, and he will also visit the steel works at Sheffield, Eng.

A development company has been formed at Winnipeg, largely by American capital, which has purchased 2,000 acres on the outskirts of that city, and will incorporate the town of West Winnipeg. Several manufacturers of the United States will establish branch factories there.

Reported by Ontario Correspondents

Chatham Merchants Find Bicycles Reviving in Public Interest—Peculiar Boiler Explosion at Peterboro—New Steel Industry for London—Large contract for Wire Fence—Brown-Boggs Co. to Enlarge Its Plant at Hamilton.

PETERBORO.

Peterboro, April 8.—Geo. A. Proctor, mayor of Sarnia and contractor for the new government armories in course of erection, was in the city last week, looking after the recommencement of the work this spring. He had hoped that it would be begun on Monday but owing to unfavorable weather it has been postponed. Sand, lime and brick have been unloaded on the premises, ready for work. The building is an immense one and the work will necessitate a large number of men. The foundation and a small portion of the walls have been built.

* * *

At the last meeting of the Board of Works of the City Council a novel request was made by the contractors for the snow-plowing for the past winter. Owing to the large amount of snow and the comparatively high cost of horse feed, they asked for an additional sum above the amount mentioned in their tenders. They were turned down by the Board, who considered the treatment unfair to the unsuccessful tenderers.

* * *

One of the boilers of the Nicholls Hospital here exploded on Friday, April 3, and considerable damage was done to the furnace and nearby. The cause of the explosion appears to have been from the fact that cold water was allowed to flow in the hot, empty boiler. A peculiar incident in connection with the affair was that two window frames were blown from the boiler room 25 feet across the lawn and not a pane of glass was broken. Twenty incandescent electric lamps were broken. F. J. R. MacPherson installed a new boiler the following night, connecting it with the rest of the heating system.

* * *

It is estimated by the Board of Works that 3,500 barrels of cement will be used for sidewalks, bridge decking and creek diversion. This means an outlay of about $4,000. The local hardwaremen have been asked to tender.

HAMILTON.

Hamilton, April 8.—The F. W. Bird paper manufacturing company has opened a branch office for the Maritime Provinces at 144 Union Street, St. John, N.B. and will make it a distributing point for their goods in that section of the country. The firm has placed Hugh H. Reid, formerly cashier in the Winnipeg branch, in charge of the new office. He is a native of New Brunswick and has been with the firm for three years. The F. W. Bird Company established a branch of their East Walpole, Mass., works in Hamilton three or four years ago, and since then has worked up a large Canadian trade. The firm makes a specialty of roofing paper, its Paroid roofing, waterproof, building and insulating paper having a large sale. Only recently an adiition of another storey to the building has been completed.

What is said to be the largest contract for wire fence construction ever placed on this continent has just been secured by the Canadian Steel and Wire Company, of this city. It is for 790 miles of fencing along the right-of-way of the Grand Trunk Pacific Railway between Winnipeg and Edmonton. The successful contractors will not only supply the material, but will also undertake the work of erecting the fence. The factory has been turning out the material for some time and a gang of men will commence building operations about May 1.

* * *

The London Machine Tool Company has just completed a contract for $32,000 worth of machinery for the new works of the Berlin Machine Company of Beloit, Mich., which is opening its Canadian branch here. The contract covers the bulk of the machinery for the new plant, and is the latest and most modern type. Despite the depression in all lines of trade, the London Machine Company has been kept fairly busy during the winter and is at present experiencing a revival of business as the result of the general improvement of conditions.

* * *

The Canadian Steel and Wire Company is opening a branch in Winnipeg. A large warehouse has been secured and the firm will in future handle practically all of its western trade from the new centre.

* * *

Roland Yates has been appointed representative for the London Machine Tool Company in Montreal territory, with the latter place as his headquarters.

* * *

Brown Boggs & Company have taken out a permit to erect a $2,500 building in connection with their foundry and machine shop. It will be a fireproof structure and will be used entirely for the storing of patterns.

* * *

The Dundas School Board is contemplating the erection of a $16,000 school.

* * *

Kingdon, Smith & Company have secured the contract to erect a complete system of fire escapes on the Queen Victoria and Hess Streets schools at a cost of $2,700. The fire escape will be large and roomy and so constructed that a large number of children can use them at the same time.

* * *

The International Harvester Company shipped its first boat load of harvesting machinery to the west this week. The company makes large boat shipments every year and is starting off the season with the first opening of navigation.

* * *

At the meeting of the local Board of Trade this week, the members took occasion to get after the railway companies on several scores in which the rights of the shippers were principally affected. A letter was read from the Canadian Manufacturers' Association, in which the board was requested to withdraw a resolution previously passed with regard to bills of lading as the association was desirous of having a uniform bill. Some of those present thought that claims against railway companies for goods damaged should be settled by affidavits and not by personal testimony of shippers as at present, owing to the fact that the shippers are often located in far distant points. The consensus of opinion was that the shippers were shamefully treated by the railway companies. H. C. Beckett read a letter from Judge Mabee, chairman of the railway commission, with regard to claims for damages and his honor advised that the board should appoint a representative to appear before the commission, together with representative of the railways, when the matter could be thoroughly discussed. Mr. Beckett was appointed to represent the board before the commission. The transuortation committee was empowered to look into the announcement that an ocean going vessel combine had been formed. with the object of forcing the shippers to export via Montreal by boosting prices for shipping through other ports. An important topic of discussion was with reference to a proposal to petition the government to introduce a commercial travelers' voting bill. The suggestion made was that travelers be allowed to vote before county judges in their place of residence on the Saturday or Monday previous to election day. It was feared, however, that this will leave an opening for crookedness in the elections and as the matter is at present before the legislature, no action was taken.

* * *

W. W. Robinson, of the D. Moore Company, received word this week that a large steel spring factory, owned by his three sons, W. Herbert, Fred and Dr. Robinson, had been burned at Baldwinsville, which is about 12 miles from Syracuse, entailing a loss of over $50,000.

* * *

A new contingency has arisen out of the difficulty between the molders and the stove manufacturers over the matter of wages in that the stove mounters are threatening to desert their fellow unionists because they have been without work on their account. The stove mounters did not mind being idle for a few weeks in order to help the molders out, but as their idleness has been unduly prolonged, they are beginning to think that their felicity is being put to too strong a test. One of the manufacturers, when spoken to as to the prospects of resuming work in their factories, stated this week that the prospects in that direction were at present very gloomy and that unless business picked up a whole lot there would be very little doing for them this year.

* * *

It is announced that the Dominion Bank will erect the new building at the corner of King and Macnab Streets which was referred to in last week's correspondence. It will be of brick and

stone construction and will cost about $40,000.

* * *

The Brantford Hosiery Company has decided to remove its business to this city.

CHATHAM.

Chatham, April 7.—An encouraging note for the coming season is sounded by Ed. Wanless of the J. C. Wanless hardware firm. "Things are coming on rapidly in the hardware trade in Chatham," he said. "The trade is booming and rushing. Things look better now than for many a long day. We look for a very, very big spring business. Plumbing is also picking up nicely. Although there will probably be not so much building this year as last, it looks as though a great many jobs will be put in old houses. In tinsmithing, we are very busy. Taken all together, the outlook is charming—has never been better."

* * *

That the bicycle trade has settled down into a steady thing is the opinion of local hardwaremen who handle the wheel. Chatham may fairly claim the title of a bicycle city. In few places did the craze of ten years and more ago reach a higher water mark, culminating in the C.W.A. meet here in July, 1897. And then came the reaction, as sudden as the rise, and for a year or two bicycles were few and far between.

To-day the bicycle in Chatham is almost purely utilitarian. The merchant rides it to and from his place of business and the workingman to and from his factory. In Chatham this is facilitated by the fact that almost every home is within a block or two of a paved street. As a result, even at this early season there are any amount of bicycles on the streets, particularly at noon and at 6 o'clock.

* * *

One firm actively featuring the wheel in connection with the spring trade is Stephens & Douglas. "The business is a steady one," remarked Mr. Douglas to the Hardware and Metal representative. "We sell a few bicycles right along, and they will continue to sell steadily." Mr. Douglas agreed that there had been a considerable revival in the bicycle business during the past few years. The firm handles a complete line of bicycle accessories, and these are prominently featured in the window displays.

* * *

Westman Bros. are local agents for the Cleveland. "The bicycle trade is pretty good," remarked A. D. Westman "and we find that wheels are steadily selling. And," he added, with a smile, "we find that the Cleveland is still a leader." Mr. Westman added that the hardware trade generally was looking up nicely, and that prospects for spring business are distinctly favorable. The crops in this setion are certainly in as fine shape as they have been for many years, and good crops will undoubtedly react favorably upon the hardware trade.

* * *

A. W. Wallace, for the past three years local representative of the International Harvester Company, has severed his connection with that firm, and will shortly locate in the Northwest.

* * *

John Draper, of Westman Bros. plumbing department, was in Petrolea last week superintending a contract.

* * *

Through the use of natural gas instead of coal, it is estimated that the city waterworks will save $2,332.35 per annum. Such is the estimate given by Superintendent Jones after a month's trial. The saving was $6.39 per day during March.

* * *

D. S. McMullen, one of the prominent backers of the old Chatham Motor Co., left last week for Edmonton, Alta.

* * *

"The A. H. Terrington Tower Light and Steel Construction Company of Canada," is the portentious name of the Canadian branch of the Detroit United Tower Light Co., which is to be started here under the direction of A. H. Terrington of this city, who was last week appointed official manager of the Canadian agency. The firm manufactures tower street lights, such as are in use in Detroit. An effort will be made to establish the system in connection with the civic street lighting system.

* * *

Herb Ward, of Westman's plumbing staff, lost the tips of several fingers last Friday evening through the knife of a cutting machine falling on them. He will be laid up for some time as a result.

* * *

An important building item is the new Sunday School Hall of St. Andrew's Church, to be erected this spring at a cost of $6,000.

* * *

Gammage Bros. and L. J. Ruth, of Ridgetown, have leased new premises in the Simpson building, where they will deal in automobile and bicycle supplies, acetelyne gas machines, and light hardware.

* * *

J. G. Crosby, the Highgate hardwareman has received the contract for remodeling the Howard Ridge School at Easter, the work including the putting in of metallic ceiling and side walls as well as an up-to-date furnace.

* * *

Thos. King, the Dresden foundryman, has disposed of his stock and goodwill to J. B. Carscallen, hardware dealer, of the same place.

* * *

Following the example set by the Chatham retail merchants some time ago, seventy-seven business men of Sarnia have signed an agreement not to purchase tickets for entertainments, or things offered for sale at their business places during working hours.

* * *

Stoney Point is to have a new industry in the shape of a canning factory, the Tecumseh Canning Company being largely interested.

GUELPH.

Guelph, April 8.—The city police have discovered a stove stolen from the Grundy Stove Co., over a year ago, at the house of Alex. Cudney, who pleaded guilty to the charge of stealing it.

* * *

The Rockwood hardware store has changed hands, H. Mutrie, who has been the proprietor for some time, having sold out to Samuel Peart, who will conduct it in future.

* * *

William Conery, formerly an employe of the Bond Hardware Co., won the ten-hour roller skating grind at the local rink on Thursday last.

* * *

Nagle & Mills, Ingersoll, have been given the contract for building the extra storey to the local armory, costing $40,000.

* * *

The Metal Shingle & Siding Co., of Preston, have prepared plans for seven cottages to be erected here this year.

LONDON.

London, April 7.—Discussing the trade situation a representative of a leading hardware jobbing house said to-day:—"Both business to-day and the outlook for the future are everything that could be desired. Our business in March was $2,000 better than the same month last year, and retailers are ordering goods with a freedom which shows not only that trade is good with them, but that they are recovering from the feeling of cautiousness that was apparent on every hand. Not only that, but payments are very good as compared with a few months ago. My opinion is that the current year will prove at least as good in the hardware trade as its predecessors."

* * *

The insurance adjusters to-day started to work fixing the loss of the Hobbs Manufacturing Company, whose premises were destroyed by fire a few nights ago, entailing a total loss of $150,000, which is covered by insurance. Meanwhile, the company are using an old frame building on York street, in which to manufacture stained glass, and as soon as the insurance is adjusted they will start on temporary premises. In an interview Secretary-treasurer Platt said: "I expect that a large new factory will be built as soon as possible. If such is the case the new buildings will be spread over a much larger area than the old ones, which were most unhandy in many ways. We own the most of the land north of the buildings destroyed, and at present are thinking of erecting a plant on the modern style;

that is, a one-storey building, divided into as many apartments as necessary." The company are sending out circulars advising the trade that they are open for all orders, as they can fill them from large supplies on hand in their warehouses. Only a portion of the window glass supplies were burned, and in a few days the company will be able to fill all orders in this line as readily as ever.

* * *

Still another steel industry for London is a possibility. The chairman of the manufacturers' committee has received a communication from a well-known United States structural steel company, stating that they were sending a representative to the city to look over possible sites, and asking the chairman to meet him. London, the letter states, has been pointed out to the company as a suitable location. If it comes here the concern will employ 40 or 50 men at the start, and increase capacity as needed. The chairman is getting in touch with a number of such firms, and believes something tangible will shortly result.

* * *

Alterations are in progress on the new store of the Purdom-Gillespie Hardware Company, 124 Dundas street, and the firm expects to be in possession on May 1. The store will be one of the most modern and up-to-date in Ontario.

* * *

An appointment to settle the list of contributaries to the defunct Wilcox Manufacturing Company came up before the County Judge a few days ago, and the case of A. E. Dyment, M.P., an alleged contributor of $27,500, was discussed. Mr. Dyment was not present, being detained by his parliamentary duties. He disputes the claim and it is said will fight it to the end. In the event of such a contest the winding-up may be delayed for two or three years, as it is not unlikely, in the event of either party being dissatisfied with the decision of the local judge, the case will be taken to the Court of Appeal, the Supreme Court and finally to the Privy Council. As no purchaser for the company's plant is in sight, even if there is no protracted litigation, the winding-up cannot be completed before the middle of summer at the earliest.

* * *

Local architects and contractors are optimistic as to the building outlook, and if only half the work talked of is carried through, the season of 1908 will be a busy one.

WALKERVILLE.

Walkerville, April 6.—The new factory for Fox Bros., mantle manufacturers, has recently been completed. The building is equipped with all modern conveniences and a sprinkler system has been installed which will greatly lessen the risk of a serious fire. The new factory cost about $40,000.

* * *

The local branch of the Dominion Bank will be rebuilt this year at a cost of $30,000. Among other improvements new vaults will be put in. The tenders will be let next week.

West of the Great Lakes

Building Trades Busy at Vancouver—New Refrigerator Factory Established—Saskatoon Reports Bright Prospects for 1908 Trade—New Freight Rates in Force—Edmonton's Possibilities as a Wholesale Centre.

SASKATOON.

Saskatoon, April 4.—For the past few weeks business has been gradually picking up, and merchants are now preparing for, and expecting a busy season. Winter goods are taking a back seat, while more seasonable goods are being brought forward. A good average business was done in stoves and heaters during the past few months. Several displays of sporting goods are to be seen in the store windows, and an active season is anticipated in this line, owing to the formation of several sporting clubs in the city.

* * *

The local telephone system is again in operation after being disabled for two or three weeks. A city directory has come to hand, which merchants and others will find very useful. Although the houses are not numbered, that difficulty has been overcome by stating the exact location in each case.

* * *

Prospects are good for a busy building season, and as soon as the frost is out of the ground operations will begin. Already smaller buildings have begun, but these are of the inferior kind and do not require skilled workmanship. Building permits will be strictly enforced this year so that a tab can be kept by the city of all buildings erected. There is likely to be a long list of private residences on this year's programme, as many own property and have announced their intention of building. The Saskatoon Development Co. have approached the city council for the extension of the sewer and water works past their property on Twentieth Street, where they intend to erect a number of houses for renting purposes. It is doubtful if there are any vacant houses in the city at the present time. A reduction in the price of lumber has been announced by the local dealers, and this is expected to help considerably the programme already mapped out. Another important fact which should stimulate the building industry is that cement blocks and brick of good quality will be manufactured here this summer. In other years brick and building material had to be shipped here in considerable quantities, which, owing to delays in transportation, retarded operations. Another building company may be formed in Nutana for the development of the southern part of the city. Already the citizens have met for that purpose but funds are not forthcoming and the matter may drop in the meantime.

REGINA.

Regina, April 4.—Conditions in Regina to-day in all lines of trade are most unique. It is probable that never before in the history of the place have the conditions been exactly what they are at the present time and some features of the situations are far from encouraging. On the whole, however, there is a spirit of confidence in the future and merchants generally believe that a couple of months will see better times.

For the past six months there have been many varying situations. Early in October the pinch began to make itself felt, and rumors of the damage to the crops, which were thought to be greatly exaggerated, were proved only too true as the returns from the threshing began to come in. The prosperity of the farmers means the prosperity of the general public in the west, where wheat growing is essentially the means of livelihood, and the failure of the crop of 1907 was one of the hardest blows yet received by the country. The season throughout was, of course, most unparalleled in the history of the country and it was too much to expect that the wheat would come through undamaged. The frosts came early and the wheat ripened late, and the result was that glorious-looking fields of growing grain were worthless.

All this, of course, had its effect on the business situation, and merchants who were carrying the farmers learned that they must be satisfied to renew notes and give credit for another year. This meant approaching the banks for a further line of credit, and as it was about this time that the financial panic in the United States was at its height, the banks became more conservative. In the face of these conditions and the pressing of the wholesales in the east, the merchants of the west were up against a hard proposition. Many were faced with the prospect of liquidation or assignment, and it is a credit to the people of the country, no less than to the wholesale merchants that more were not forced to close their doors.

After the discouraging trade of the fall the stores looked for a small Christmas trade, but in this they were agreeably disappointed. The people were doing Christmas shopping as heavily this year as they ever did, and although the purchases were not as large and expensive, they were a good deal more numerous, The result of this was that merchants, and particularly those handling holiday goods, were assisted in weathering the financial storm and January was entered on a fairly firm footing. January is not looked upon as a very heavy purchasing month and the stores were content to struggle along through that inaugural month. Collections during the month proved better than expected, and the same may be said of February. During that month stock-taking sales were the order, and many merchants came by ready money because of these bargain days and the reducing of stocks.

March, the month in which it is expected that conditions become brighter, has not proved as good as February, and there little money was paid. The farmers are purchasing their seed grain, either from the Government or from private individuals, and this is taking all the cash they have to spare.

The beginning of April, however, sees a restoring of confidence and business picking up. The farmers are coming into the city in larger numbers and pre-

parations are being made to get the seed into the ground early. Business is brisker than it has been since last October, and generally things look brighter.

* * *

During the winter there have been a number of assignments, but the firms closed out are small and in no case has there been a large mercantile failure throughout the west. The big stores are absorbing the little ones and the merchants who advertise and go after the trade in the right way are coming out the best.

EDMONTON.

Edmonton, Alta., April 4.—Two years ago there were considerably less than a dozen wholesale firms doing business in the city. To-day there are nearly three times that number. Two years ago Edmonton's wholesale business was confined to a few lines of trade, being chiefly the supplying of fur trading posts to the west and north, and the outfitting of fur trading parties. To-day practically every line of trade is supplied. Two years ago Edmonton's wholesale territory was limited to a few miles on the south and a very few miles on the east and west. To-day the territory extends over a district 100 miles to the south, 150 miles to the east, 100 miles to the north and 40 miles to the west.

* * *

During the past year and a half this territory has been fairly well developed by the wholesale houses in the city and Edmonton now controls all the wholesale trade there is to be had in that territory. There is room, however, for muh expansion within the same bounds, and it is probable that it will be some years before it is developed to its capacity.

* * *

During the past fall and winter when the results of the crop failures and the straightened conditions of the money market have been felt most keenly, the wholesale trade of Edmonton, while not experiencing any great expansion, has been satisfactory, unexpectedly so, in fact. Prominent wholesalers state that collections have been much better than they expected.

The local wholesalers, however, are very reticient in discussing the immediate prospects of a further rapid growth in wholesale business, and are inclined to be conservative in their statements. While they are perfectly assured that the present trade will continue satisfactorily, and resume a steady growth, they believe that it would be unwise for new wholesale houses to establish in the city this spring, or until the towns to the east and south show a greater development. They are confident that the rush of immigration this spring will be as large, if not larger, than ever and that next fall will see the wholesale business generally experiencing a rapid growth. There is little effort on the part of local wholesalers this spring to develop new trade along the lines, and they are cautious as to sending out large shipment of goods until the success of the 1908 crop is assured.

All this is a natural outcome of the world wide depression of last year. As to Edmonton's future as a wholesale centre, no doubt is expressed by the leading dealers and they, with one accord, say that Edmonton's future is to be that of the largest wholesale centre in the West.

"The great hope for Edmonton wholesalers is in the country to the west and north," stated one prominent wholesale merchant. "It is only a matter of a few years until the trade in the east and south is developed to its capacity, but our territory to the west and north is practically boundless. It is only a question of getting the country rapidly and thickly settled, and this the railroads will do."

* * *

The C.P.R. has definitely announced that it is to be a part of their policy to make Edmonton a wholesale and distributing centre. With this end in view they have inaugurated a new freight tariff, which went into effect this week. The new rates give a reduction of 5 cents per 100 pounds on freight in class 5 and 3 cents per 100 pounds on machinery and agricultural implements. This places Edmonton on an equal basis with Winnipeg and goes a long way towards placing many of the agencies and distributing houses of large eastern firms on the same footing as the Winnipeg branches of the same firms, whereas in the past they have been at a disadvantage.

On the Canadian Northern Railway there is a reduction in the lake-and-rail freight rates for the coming season of navigation in connection with their line at Port Arthur. The old and new rates are given below showing the reduction in each class.

Class.	Old rate.	New rate.	Reduc.
1	$2.97	$2.94	3
2	2.50	2.48	2
3	2.03	2.00	3
4	1.54	1.52	2
5	1.36	1.29	7
6	1.25	1.19	6
7	.91	.87	4
8	.79	.79	0
10	.78	.75	3

* * *

There are certain manufacturing centres in Eastern Canada, such as Montreal, Toronto and Hamilton, from which steamers make regular trips to Port Arthur throughout the season of navigation and in connection with these direct steamers the C.N.R. have announced the following rates from the above mentioned cities to Edmonton:

Class 1	$2.89
Class 2	2.44
Class 3	1.96
Class 4	1.49
Class 5	1.27
Class 6	1.17
Class 7	.85
Class 8	.77
Class 10	.73

Edmonton wholesalers are now supplying the trade on the C.P.R. as far south as Red Deer, on the Lacombe and Wetaskiwin branches of the C.P.R., and on the C.N.R. as far east as Lloydminster. There is still a large business to be developed along these lines, however.

* * *

Farmers in Alberta and Saskatchewan are getting considerable seed grain from the Government this year for seeding. They pay about 85 cents per bushel for the oats and $1.10 for wheat.

* * *

Hardware merchants and business men generally in the city are loud in their praises of that very creditable production, the spring number of the Hardware and Metal. The large number of practical and interesting subjects dealt with in such an interesting manner and the many excellent advertisements of everything connected with the hardware trade make this number a decided credit to the publishers, and raises the standards of the hardware business to a higher plane than it heretofore occupied.

VANCOUVER.

Vancouver, April 3.—Trade generally is picking up slowly. Merchants are very optimistic, with considerable railway construction in view in the North, which will start shipments from Coast cities, but the business has not yet started in. Construction is going on in the interior, but the working is from the boundary, to where the supplies are brought in from the other side of the line. No changes are reported in local prices.

* * *

The lumber industry, which brings good trade to the large foundry plants, is still flat. The Pacific Coast Mill, for instance, has shut down its large plant in this city since it has its yards full, and demand is not enough to warrant continuation of output. There have been all kinds of rumors about financial difficulties, etc., but these are all unfounded.

* * *

In the interior, the lumber industry has not suffered to such an extent as on the Coast, because many ties have been cut there during the past winter. It is expected that most of the East Kootenay plants will be operating in another 30 days, though the reports are that the demand is light.

* * *

Shingle mills around Vancouver started on Tuesday, but how long they will operate is a question. Stocks will be repleted, and if the market is good, the cut will continue.

* * *

"Building keeps well to the fore in Vancouver," remarked a plumber yesterday, "and, of course, that means good business for us. Although the tendency is to erect many small buildings, the workingmen securing homes in the outlying districts, the necessities of sanitation and the supply of water means in-

stallation not much less than in houses of much larger size.

* * *

"I had a man in to see me the other day, asking how the business was. A friend of his in the East, hearing of the building going on in Vancouver, had a great desire to come here, and leave a good job which he was now satisfactorily filling. It is that sort of thing which has brought more men here than there is demand for, and my advice to him was to remain where he was, especially if he was in work. They seem to overlook the fact that employment in the East is just as good as in the West, wages being generally in proportion to the cost of living. Fields always look green far away, and men coming to the Coast may easily be disappointed."

* * *

Steel construction is becoming the feature of the day, and the large buildings now going up in Vancouver have much steel in their framework. The first was the new federal building, and following that were the new Bank of Commerce structure and a very large building for the David Spencer Company, dry goods merchants. Now it is stated that the new steel building of thirteen storeys is to be soon erected on the Arcade site, in the heart of this city, at a cost of close on to half a million. With work like this in sight, as well as the smaller necessities, structural steel manufactories are coming into existence, though importations are made from Pittsburg.

* * *

It is to keep in line with the modern needs that the C.P.R. is replacing four large wooden spans and trestles in the Kootenay district with steel. These vary from 100 feet to 500 feet in length, one being 90 feet above ground. Two other steel bridges are being put up in the Boundary section.

* * *

The business that the mining industry brings is shown by the order just turned out by the Nelson Iron Works, at Greenwood, B.C. This was for two mortars, weighing 7,500 lbs. each, for a ten-stamp mill at the Queen Mine at Salmo. These are now ready for shipment. This is the largest and heaviest casting made in that part of the Province. There is also being turned out at the same place for the smelter of the B.C. Copper Company, a slag spoon, weighing 2,000 lbs.—the swinging saving spoon that catches the slag steam when the pots are being changed. This is the first order of this kind that this foundry has done.

* * *

The John B. Lacy System, formerly of Scranton, Pa., has located in this city and is manufacturing an improved refrigerator. He expects to build a larger factory soon, equipped with machinery for the manufacture of family ice chests and sectional refrigerators for hotels, butchers, etc. He is counting on supplying the trade, not only on the Coast, but even in the Prairie Provinces, and with the price of lumber here he thinks he'll give a good run in the Western market to manufacturers in the East.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

BRASS and copper tubes, sheets, strips, etc. English manufacturers, knowing Canadian market, require smart, pushing agent who understands the trade for Quebec and Maritime Provinces. Apply, in confidence, with full particulars, to Box 99, HARDWARE AND METAL, 88 Fleet Street, E.C., London, England. (15)

AN ENGLISH MANUFACTURING FIRM, with travellers calling upon house furnishers, &c., are desirous of negotiating with American manufacturers to introduce their goods in the United Kingdom. Curtain poles, wood trays, cabinets, chairs, or similar lines as sold by general furnishers preferred. Write Barnsdale, Bexon & Co., Daybrook, Nottingham, England. (17)

An American syndicate is to construct a line of railway from Kamloops, forty miles to a bed of gypsum, which will be developed. A plant will be erected just outside of Kamloops, where the gypsum will be manufactured into plaster of paris and other products. The plant will cost $100,000, in addition to the cost of the railway, which will be about a quarter of a million.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Portable Bake Oven.

F. C. McMaster, Havelock, Ont., asks for the names of manufacturers of portable bake ovens.

M. P. Warren, 90 York street, Toronto, and the Middleby Oven Company, Boston.—Editor.

Wood Fibre Paper.

The inquiry of the Building Supply & Construction Co., Calgary, in last week's paper, it is pointed out, probably referred to wood fibre paper, rather than wood fibre. Alex. McArthur & Co., Montreal, are manufacturers of this line.—Editor.

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Green wire rack to hold large size rolls, all sizes, also poultry netting rack. Fred G. McBrien, Toronto. [15]

WANTED—To exchange, two Winnipeg city lots, valued at $250, for set tinsmithing tools. Apply Box 89, Vernon, B.C. (19)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION wanted as traveller for Stoves, Furnaces or Tinware. Good connection, first-class tinner. Box 712 HARDWARE AND METAL, Toronto.

WANTED—Position as hardware clerk or travelling salesman, 12 years experience in old country; good references. G. Gardner, 228 Palmerston Avenue, Toronto. (16)

WANTED, by experienced hardwareman, a position in retail store; good references. Box 11, HARDWARE AND METAL, Winnipeg. (15)

HARDWARE Salesman wishes to represent in Saskatchewan or Alberta, hardware, metal manufacture, or stoves, hot air furnaces. Apply Box 714, HARDWARE AND METAL, Toronto. [17]

HARDWARE SALESMAN aged 21, wants situation; 4 years' general experience; good window dresser; willing to start at reasonable wages; location no object. C. Byford, Eglington P.O. North Toronto. (17)

WANTED—A position in wholesale or retail hardware. Nine years experience in eastern and western stores. A1 references from present and former employers. Box 79, HARDWARE AND METAL, Winnipeg. (17)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, Stove and Tinware business in thriving town in Ontario, surrounding county thickly settled with good farming community. Stock and fixtures about $6,000 which can be bought on very good terms as present owner has other interests that require his attention. Box 711, HARDWARE AND METAL, Toronto. (18)

FOR SALE—Hardware manufacturing business, well equipped factory, adjacent to the city of London. Taxes low, private siding connecting with all railroads; splendid opportunity for any individual or company wishing to engage in the manufacture of builders' hardware. London & Western Trusts Co., Limited, liquidator Wilcox Mfg. Co., London, Ont. [18]

Typewriter Wanted ?

The best and cheapest way to secure a second-hand Typewriter is to insert a Want Ad in "Hardware and Metal." The Want Ad will cost you 25 or 50c., but you will probably save five or ten dollars on your purchase.

Condensed advertisements in "Hardware and Metal" cost:

2c. per word, first insertion; 1c. per word, subsequent insertion.

Five cents extra for box number.

SEND MONEY WITH ADVERTISEMENT

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, April 10, Room 511, Union Bank Bldg, Winnipeg

Favorable spring weather is responsible for a feeling of optimism among all the branches of the trade. The area under cultivation this year is expected to be fully 25 per cent. greater than last year and the favorable spring will allow early seeding.

Business is becoming more active and with the return of a more optimistic spirit it may be expected to show continued improvement. Undoubtedly stocks throughout the country are lower than they have been for some years and heavy buying cannot be very long delayed.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13 $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0, to No. 1, $4,65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90: No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; No. 4, 32c; No. 5, 30c; No. 6, 28c; No. 7, 26c; No. 8, 24c; No. 9, 23c; Nos. 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.: No. 4, $5.25; No. 5, $4; No. 6, $3.50; Nos. 7 to 9, $3.25; Nos. 10 to 14, $3. Discounts on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4,75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts, Bolts—Bolts, carriage, 3-16 and ¼, 65 per cent.; 5-16 and ⅜, 60 per cent.; 7-16 and larger, 55 per cent.; bolts, machine, 3-8 and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾; small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10 per cent.; copper rivets: No. 7, 29c per lb.; No. 8, 29½c; No. 9, 30½c; No. 10, 31¾c; No. 12, 34c. Copper burrs, No. 7, 39c per lb.; No. 8, 40c; No. 10, 43c; No. 12, 46 cents. Copper rivets and burrs: No. 8, 30½c per lb; No. 9, 33c per lb.

Green Wire Cloth — $1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1. $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½ per cent.; and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Builders' Hardware, Locks, etc.—All Peterboro and Gurney lines, 45 p.c. discount from list.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾.

Building Paper—Anchor, plain 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; Jubilee tarred, 84c; Buffalo plain, 60c; Buffalo tarred, 62½c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off; American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge, black, soft, $18; 10 gauge, $22.50; 12 gauge, smokeless, chilled, English, $24; Canadian, $23; 10 gauge, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs. $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder. F.F. keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.50. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8 for cask lots, and $8.50 for broken lots.

Pig Lead—Average price is $5.50.

Lead Pipe—Quoted at $7.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in. $2.70: ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75, 1¼, $32.30; 3½, $40.50; 4, 46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, 11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4,65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box $13.50; ½ box, $7.

Terne Plates—I.C. plates quoted at $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50: full polish, 6 and 7 inch, $4; 8 inch $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gal. Engine gasolene, in barrels, gal., 24c; f.o.b. Winnipeg, in cases, $2.60.

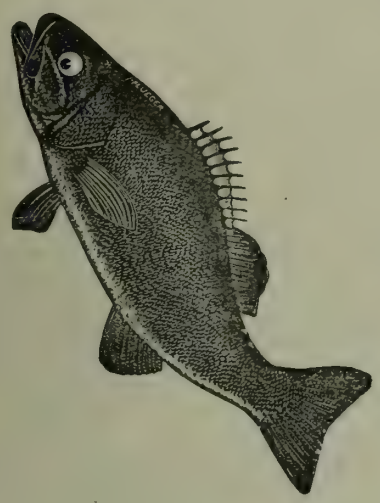
Bluestone—7c lb.

Paints and Oils—White lead pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 62c; Calgary, 74c; Lethbridge, 74c; Edmonton, 75c; boiled oil, 3c per gallon advance on these prices.

GOOD SIZED CONTRACT.

M. Isbister & Son, Saskatoon, have secured a big contract for the galvanized iron and copper cornice work on the new post office building in the "hub of the hard wheat belt." The J. McDiarmid Co., Winnipeg, have the bulk contract for the erection of the building and they have sub-let this portion of it to this Saskatoon hardware firm. Some 8,000 lbs. of sheet copper will be required, and the contract price is about $6,000. Work on the building will be commenced at once.

Pflueger's Fishing Tackle



Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department

10 FRONT STREET EAST, - TORONTO

IT IS IN YOUR POWER

to make more money out of your furnace agency—if you don't already handle **Pease Economy Furnaces.** If you have ever handled a cheap, inferior line of furnaces, you may have noticed that, quite frequently, the bulk of the profit is eaten up in adjusting this, that and the other complaint. Your reputation is thus injured in the sight of the complaining customer and his friends. You can successfully avoid such a loss of profit and reputation by handling the **Pease Line of Furnaces.** The profit is satisfactory on each sale—and there are no complaints to adjust—no wrong things to try and set right—and no dissatisfied customers. When you sell a **Pease Furnace**—and you can sell lots of them in a brisk season—it is a satisfactory and pleasing deal all round. Why not send for our beautifully illustrated catalogue and trade price list? In it you will find a description of the many points which raise **Pease Furnaces** into a *class by themselves*, and make a **Pease Agency** the *most desirable* furnace agency to be had.

Write for the Catalogue To-day.

Pease Foundry Co., Ltd.

TORONTO

Pease-Waldon Co., Ltd.

WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

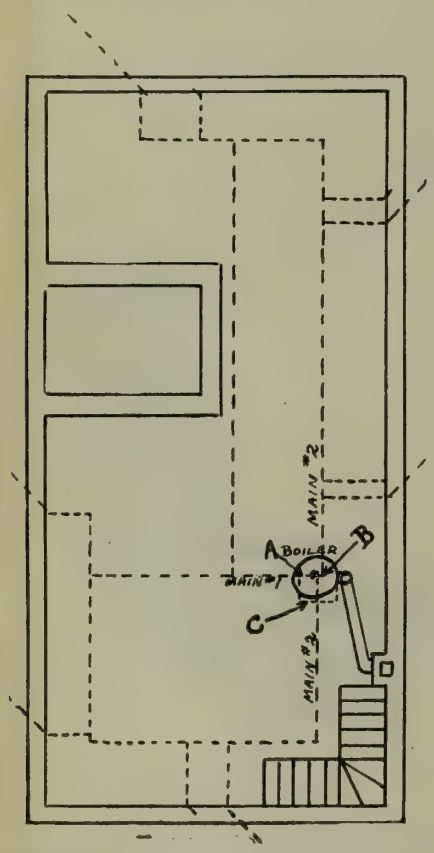
CINCINNATI, O., U. S. A.

Heating and Housefurnishings

BETTER METHOD SUGGESTED.

"On page 54 of Hardware and Metal, Feb. 22, there was an article by E. H. Roberts on the stetm heating of a building," writes W. H. Helliwell, manager of the Gurney Foundry Company, Winnipeg. He adds:

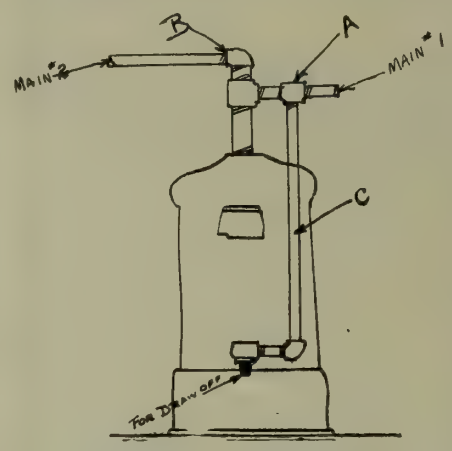
"We have installed in our own new six storey warehouse here a one pipe steam system, similar in construction to the one I described in The Plumber and Steamfitter of Sept. 11, 1907, and a better working job I never saw in my life. It is absolutely noiseless under all conditions from starting it at stone cold to running it at twenty pounds pressure. We have never heard a knock or a single sound of any sort or description, and the way it circulates and works is really marvellous.



Rearranged Basement Piping System.

"A system was installed in another building here a while ago very similar to the long undergroung return job described by Mr. Roberts in his article. The system here was far from satisfactory and the writer, with the steamfitter, went to the job and changed it round by cutting out the long, underground return entirely, and feeding it from both ends in a similar way to the system I have already described. The result was astonishing, it worked most satisfactorily and saved from twenty-five to thirty per cent. in fuel.

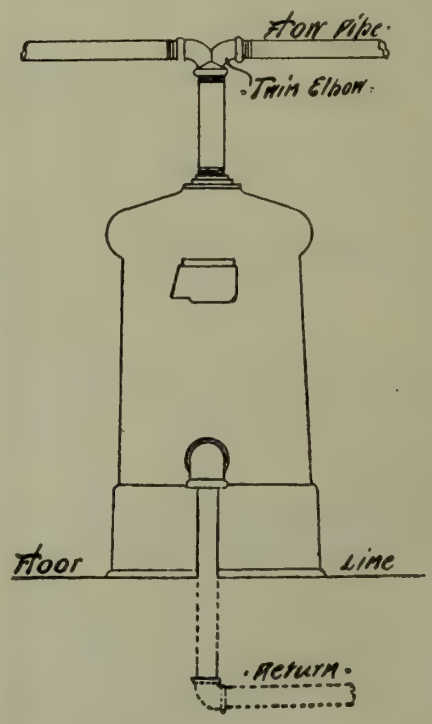
"Now one of the great objections to the underground return in the writer's mind is that the water in that return moves very slowly indeed and practically returns to the boiler cold. At the same time you have a lot of dead water



Rearranged Boiler Connections.

to all intents and purposes lying in your return pipe.

"I have taken the liberty of suggesting a change in Mr. Roberts' plan, and herewith enclose a rough drawing illustrating same. "B" is the highest point in the system, and "A" is the lowest point. "C" is a relief pipe taken off just before the return pipe comes back to the boiler. With this system there are



no dead ends and instead of having a tremendous amount of cold water returning to your boiler you have just the small amount from "C" which only extends from the water line to the bottom of the boiler, and this is coming in almost at a temperature of 212 degrees. I do not wish for one minute to criticize Mr. Roberts' lay out, because it will work all right. There is not the slightest doubt of that, but it can be improved on in the way I have mentioned.

STOVE AND FURNACE REPAIRS.

Perhaps no one thing requires closer attention to detail on the part of the hardware dealer and plumber than the matter of stove and furnace repairs.

Of course, the dealer don't care a rap if the manufacturer sends him a left grate when a right one is wanted, and this after half a dozen letters have been exchanged and there has been a delay of several weeks. This is only done, of course, to let the dealer know that he don't know what he does really want, and by the way of a gentle hint, as, of course, the transportation company or some one else pays all charges, and where charges are made, naturally the dealer puts in a counter-claim for loss of time, temper and other little exasperations, all of which in course of time are duly passed and paid.

The dealer knows quite well that the customer has not come to him for his repairs until it has been necessary to prop up the burnt out grate with a few bricks or the linings are so far gone that a small hole has already been burnt through the oven, or the covers have dropped through in to the fire so the tea kettle must be kept continually over the fire to cover up the holes.

With an eye to business, nothing pleases him so well, as when he knows that in the course of usual events weeks will elapse before the customer will become possessed of these few repair parts, as it affords the means of bringing the customer to his place every few days when there is ample time for the exchanges of varying ideas on the principal, political and social topics of the day, and incidentally increases the apparent popularity of his place.

Of course, he handles the line of goods when the manufacturer most fully appreciates and is in sympathy with his position and is fully cognizant of all these little side plays which are so helpful to business, that would otherwise be done too expeditiously. This fixes thoroughly in the mind of the naturally good-natured customer, the dealer and maker's name, and in the case of a man of family with several grown up sons and daughters that are soon to take up wedded life indelibly fixes in their minds just whom they will go to when they buy their new range and the precise make. No amount of persuasion by a competitor would induce them to take any other or go elsewhere.

To assist in this method in ordering the repairs some part or detail is omit-

ted in the order so the maker can obligingly have the opportunity of doing a little guessing as to what is really wanted and the opportunity to make a few extra shipments, just for the sake of keeping the employes busy. This helps to keep other customers, who may have not yet become thoroughly posted in the ethics of the business from being served too promptly.

When the customer is a farmer that lives eight or ten miles from the town it affords him the opportunity to make a few extra trips to town, and a chance to spend a few extra shekels, to fraternize with his neighbors that he may meet, and to farther advertise the merits of the wares he uses.

But there are way and ways of doing business.

The Correct Method.

For the regular standard makes parts should be carried in stock in quantities varying with the demand and the likelihood of being required. This stock should be kept up in as good assortment as any other line handled, and the dealer who does this avoids many vexatious delays, occasioned by hurried orders, danger or miscarriage by the transportation companies and saves considerable money from enforced express shipments to meet urgent calls.

Dealers can not be too specific in all their repair orders. Care should be taken to fully state the make, the name, exact designating number, year made, the pieces or parts wanted, fully describing the pieces or parts, and in case of any doubt send a sketch, if possible, and state just where and how they fit and whether they are for wood, or hard or soft coal burning apparatus. When the maker places designating numbers on the parts these numbers should always be given. Careful observance of these will assist all, and save many delays, much time, and quite a little expense.—Contributed.

NOVEL ARRANGEMENT OF STOVE DISPLAY.

The Walker & Pratt Company, Boston, Mass., have made what appears to be an innovation in the arrangement of goods in its double front showroom. Instead of placing the stoves and ranges in straight lines, with stiff aisles between, parlor stoves are arranged in horseshoe form, with the opening toward the entrance of the store. Back of these the ranges are shown, placed so as to form curves, each succeeding one of which is less of a curve than the row in front, ending at the rear of the store in practically a straight line. The furnaces and other apparatus are grouped about the sides less stiffly than usual. The general effect of the arrangement is pleasing to the eye, and allows the prospective customer to move about with freedom to inspect a stove from all sides.

The Ontario Copper and Smelting Co. is authorized to deal in mines and mineral lands, and do smelting and refining. The company cannot use more than $250,000 in carrying on their business in Ontario. Eric Armour, Toronto, has been appointed their attorney.

House Cleaning Time is Close at Hand—Have You Plenty of *Sherwin-Williams Furniture Polish* in Stock?

This is a good specialty that affords a splendid opportunity for quick sales and good profits.

You know the advantage of handling good specialties. They do not interfere with regular trade, and help make new customers.

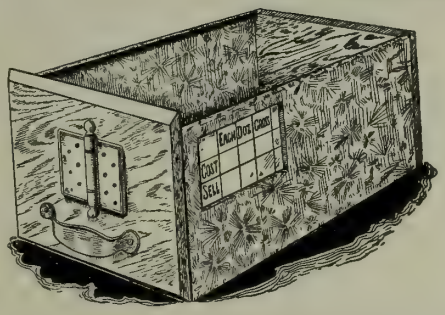
Sherwin-Williams Furniture Polish is the best kind of a specialty for Spring sale. Practically every housewife uses Furniture Polish in her Spring cleaning and renovating. Every can of Sherwin-Williams you sell will make a friend for your store, owing to the exceptional efficiency of this polish. It is much better than the average furniture polish, as it not only polishes but cleans the woodwork, removing dirt and grease. It's sure to please the user.

S-W. Furniture Polish is put up in attractive and convenient packages, with cartons for counter display if desired. Our effective advertising will help you introduce and sell the goods.

If your stock does not include a good supply of this profitable specialty it will pay you to order a few cases today. Carried in stock for shipment same day order is received.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

936



A Shabby Salesman

belittles the merit of his product. He is actually handicapped in explaining the features of his goods—indeed, he can hardly expect to get a hearing from the man who signs the orders.

Just think over the impression made on you by a traveler when he enters your store. If he is neatly dressed, looks pleasant and appears to have confidence in his goods, the chances are he travels for a good firm, and he will get your attention. Goods sampled on your shelf boxes are

Silent Salesmen

if they have a neat and attractive appearance, they will remind customers of many articles they had not thought of buying. Instal a good system of shelf boxes and there will be no more waste time looking for goods, no more dissatisfaction of customers who will not be promptly waited on.

The STRONGEST and NEATEST shelf box on the market is THE BENNETT STEEL HARDWARE SHELF BOX. It has galvanized steel sides and bottom, and oak fronts, hard oil finish. Having steel sides and bottom, it saves 20 per cent. shelf room over the old wooden box. Each box has a price card fitted into a depression on side, so that you can mark the cost and selling price of goods.

WRITE FOR ILLUSTRATED CATALOGUE AND PRICE LIST.

Cameron & Campbell, Sole Manufacturers, Toronto

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Railway Construction.

The Canadian Northern Railway Co. will soon start the erection of their new station at Brandon, Man. The cost will be $50 000.

The Owen Sound Board of Trade have adopted the recommendation of the railway committee for the town to construct and operate a line between Owen Sound and Meaford.

The C.P.R. has under contemplation a second transcontinental line with a terminus at Hard Bay, B.C. It will be a shorter route and better able to compete with the Grand Trunk Pacific.

Foley, Welsh and Stewart, railway contractors, will begin hiring men at Vancouver to build the Kitamaat branch and the one hundred mile section of main line of the Grand Trunk Pacific eastward from Prince Rupert.

The Vancouver, New Westminster and Yukon Railway from Vancouver to New Westminster, has been formally handed over to the Great Northern. The wharves and terminals on False Creek, Vancouver, will be started soon at a cost of over seven million dollars.

F. W. Morse, general manager of the Grand Trunk Pacific, announces that tenders will be called for the construction of 179 miles west of Wolf Creek. This section, which will involve some heavy work, will be divided into three sections, forty, sixty and seventy-nine miles respectively. The work will be given out in May and June.

It will cost between $1,500,000 and $2,000,000 to build the thirty-one miles of the G.T.P. between Tobique River and Grand Falls. It is said to be the hardest section east of the Rockies. This section will require two very long bridges and a tunnel 1,000 feet through solid rock. At present surveyors are at work at Sarnia for the Canadian Pacific Railway and it is now assured that this railway will operate a line into Sarnia. The road will be known as the St. Mary's & Western Railway, but will be operated by the C.P.R. At present representatives are going through the country between Strathroy and Sarnia getting bonuses.

Industrial Development.

F. W. Smith, Quebec, recently purchased the Perrin Plow Works, of Smith's Falls, the price being close to $80,000.

The Atkins Saw Co., which purchased the Hoefner Works, of Hamilton, and fitted up the building to suit its needs, expect to start operations before the summer. About one hundred men will be employed to begin with.

"The probability is that the development throughout Western Canada during the next ten years will exceed that of any other country in the world's history," is the statement of Leslie M. Shaw, New York, ex-Secretary of the Treasury, under McKinley and Roosevelt, and considered one of the ablest financiers of the United States, when in Montreal this week on private business.

A Detroit despatch says that next summer the United States Steel Corporation, or some subsidiary interests, will begin the construction of docks along the Canadian river front, below Sandwich, preparatory to building mammoth steel plants, and a model city to be inhabited by about 8,000 persons, all of whom will be in some way or other connected with the great industry. When the property was purchased a year or more ago it was the intention of the United States Steel interests to begin this spring the erection of its plant and the building of the steel city. The financial crisis, with unsettled business conditions, caused the concern to postpone its plans, not because it did not have the money, but because it was deemed wise to await the readjustment necessary after the recent flurry before undertaking the project. It is believed that the water front improvement, as a condition precedent to the building of the city, will be finished by the time snow flies, and that the actual building of the plant and city will begin in the early spring of 1909.

Building Notes.

The Winnipeg School Board has practically decided to build another schoolhouse this year.

Tenders will be called for immediately for a new building for the North Parkdale Methodist Church, Toronto.

The Rideau Curling Club, Ottawa, has decided to build a new curling rink, to cost between $15,000 and $20,000.

John Mattson, of Winnipeg, will erect a sash and door factory on the north side of Notre Dame Avenue, at a cost of $10,000.

The Royal Distillery Company, of Hamilton, are considering the erection of a modern five-storey structure, covering nearly two acres.

The Wesley Methodist Church, Vancouver, intend building a new church to cost $100,000, not including the land. A site has been purchased for $29,000.

The directors of the B. C. Agricultural Association have decided to call for tenders for a $12,000 building. Mr. France, of Victoria, B.C., is the architect.

The Imperial Storage Warehouse Company, of Toronto, have had plans prepared for a three-storey building, 40x125. Leonard Foulds, architect, will call for tenders.

The building trade seems to be booming in St. Thomas. Permits for March amounted to $32,180. Several small residences and stores will be in course of erection soon. The Bell Telephone Co. and Ingram & Davey, hardware merchants, intend putting up handsome business blocks.

The Edward Partington Pulp & Paper Company, of St. John, N.B., will build a warehouse 90x30. The plans have been prepared by F. Neill Brodie, who is now inviting tenders.

Several small houses are being erected in Montreal, but building trade is not nearly as brisk as last year. For the month of March, 1907, permits were issued valued at $643,621, while for March of this year the permits issued amounted to $197,683.

Building trade is very brisk in Vancouver. The Imperial Trust Company will soon apply for a permit to erect a thirteen-storey block, to cost $400,000. J. J. Dissette has taken out a permit to build an apartment house to cost $30,000. P. G. Drost has prepared plans covering the erection of a carriage manufacturing plant.

Municipal Enterprises.

Orillia ratepayers will vote on the by-law to raise $75,000 for construction of sewers on April 13.

Glace Bay, N.S., ratepayers will be asked to authorize the expenditure of $30,000 for water extension.

Portage La Prairie ratepayers vote on a $50,000 by-law on April 28, to install and complete an auxiliary waterworks system.

Yorkton, Sask., will vote April 13 on a by-law to issue $45,000 debentures for the purpose of constructing a waterworks system.

Victoria, B.C., ratepayers will vote on by-laws to raise $70,000 for the high water pressure system, and $50,000 for sewerage extensions.

Saskatoon City Council has passed a by-law to issue $130,000 debentures, part of which will be spent to complete the waterworks and sewerage systems.

Companies Incorporated.

The Canada Glass Mantels and Tiles, Limited, has been incorporated, with a capital of $150,000, to manufacture and deal in glass mantels, grates and tiles. The head office of the company will be at Toronto, and the provisional directors are, C. W. Thompson, H. T. Hunter, E. W. Wright, E. P. Leon and J. I. Grover.

The Defiance Handle and Turning Co., Limited, has been incorporated, with head office at Holstein, to manufacture handles and turned goods of wood. The capital is $40,000, and the provisional directors are, D. J. Davies, J. Galloway, A. J. Buller, A. G. Brebner and G. T. Calder, all of Holstein, Ont.

The Wm. Croft Company has been incorporated with a share capital of $40,000, to carry on a wholesale and retail business in fishing tackle, fancy goods, sporting goods, novelties and small wares. The head office will be at Toronto. The provisional directors are J. J. Follett, E. A. Scott and Fred Rielly all of Toronto.

Special Machinery Manufacturing Co., Limited, with a share capital of $49,000, and head office at Montreal, has been incorporated to manufacture steam engines, boilers, electrical motors, and general machinery.

Anvils and Vises
Machinery Steel
Wire Rope

IN STOCK

A. C. LESLIE & CO.
Limited
MONTREAL

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

45

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

Hammer the Hammer
Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and Sportsmens' periodicals.
Our advertising creates the demand. But we never sell direct where the dealer can supply.
These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.
Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

WHITE LEAD

"Tiger" White Lead is called for by the majority of painters, by reason of its absolute purity and general good qualities which commend it to those who are particular about their work, and desire a brand of White Lead that will answer in the highest sense the purpose for which it is used.

Made from strictly pure White Lead and pure Linseed Oil, containing no adulteration whatever.

Every package bears the yellow guarantee label of the White Lead Association of Canada.

MADE BY

The Montreal Rolling Mills Co.

A Problem of Ventilation

An Interesting Query Made by a Plumber in a Western Canada Town Where Plumbing Regulations Have Recently Been Put Into Force.

The cottage shown in the accompanying sketch, forwarded by a western reader has been in existence for some years, and now has to have plumbing put in to comply with the local by-laws. The owners of the cottage asked the plumber to give a price for installing the plumbing and then asked the carpenter to confer with the plumber as to the amount of carpenter work required to suit the needs of the sanitary authorities. They went together and looked over the place and decided that in division 2 a door be placed with a space of 2 inches left underneath for ventilation, the plumber figured on putting a six inch galvanized iron vent pipe from the ceiling through the attic to the roof. The door at "a" to remain as it was, the closet entrance at "3" to be boarded up with double boards papered between with building paper, and a window 12 x 14 inches placed for borrowing light from an adjoining bedroom.

The work was gone on with, but the sanitary inspector came on the scene and condemned the whole arrangement. Partition (1) is to have a fanlight, placed on hinges above the door. Partition (2) is to have the space above the door left entirely open, while no provision is made for ventilation under the doorway.

Under what conditions is the smell from this closet, while in use, least likely to get back into the house?

* * *

Either arrangement shown or referred to by our correspondent would be objectionable from a sanitary standpoint, and would surely prove unsatisfactory in operation.

The closet should be back vented, and the local vent should be carried to a chimney or warm flue to induce an upward current of air at all times. This vent should not be less than 3 inches in diameter. As shown there would be every opportunity for a back current down the 6 inch vent pipe at times. This would be very likely noticeable at times when the temperature was higher outside than inside.

We are unacquainted with the local by-laws, but say unhesitatingly that provision should be made that no closets or urinals should be allowed in inside rooms, wholly surrounded by other rooms and that each and all of such rooms should have a side window of not less than 6 square feet in area (2 ft. x 3 ft. or its equivalent) leading to the outside, and looking to the welfare of the present as well as the future, no latitude should be given to old or new structures requiring such fixtures. This avoids many tendencies to evade necessary sanitary regulations and once and for all closes the door to such evasions.

Fresh air and light are the natural enemies, as common sense and science has proved, of unsanitary conditions. These health giving elements of nature cost nothing and should be taken advantage of, even if compulsion is necessary to enforce their use freely. The seeming inconvenience and expense to the few for the temporary time is nothing as compared to the benefits to the many of a growing town or city. As the population increases in density, the danger from the inobservance of such simple regulations multiplies many fold.

We would be pleased to hear from our readers on this topic, as well as any others of interest to the plumbing and steamfitting trade, to the full discussion of which the columns of Hardware and Metal are always open.

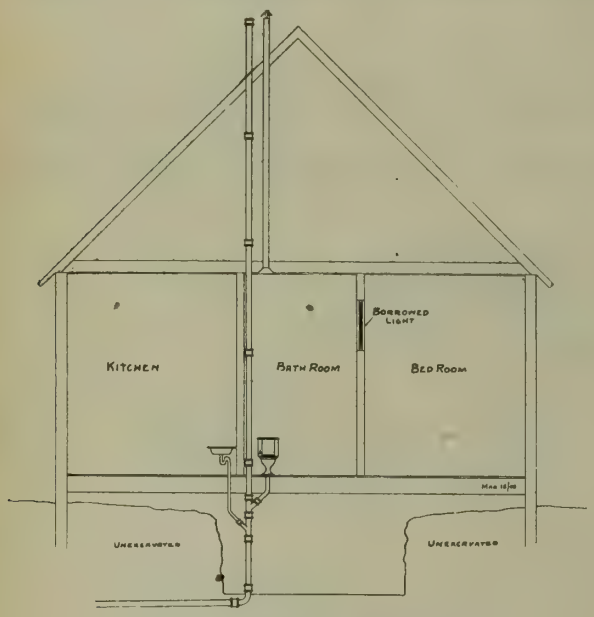


Fig. 1—Side View of Cottage.

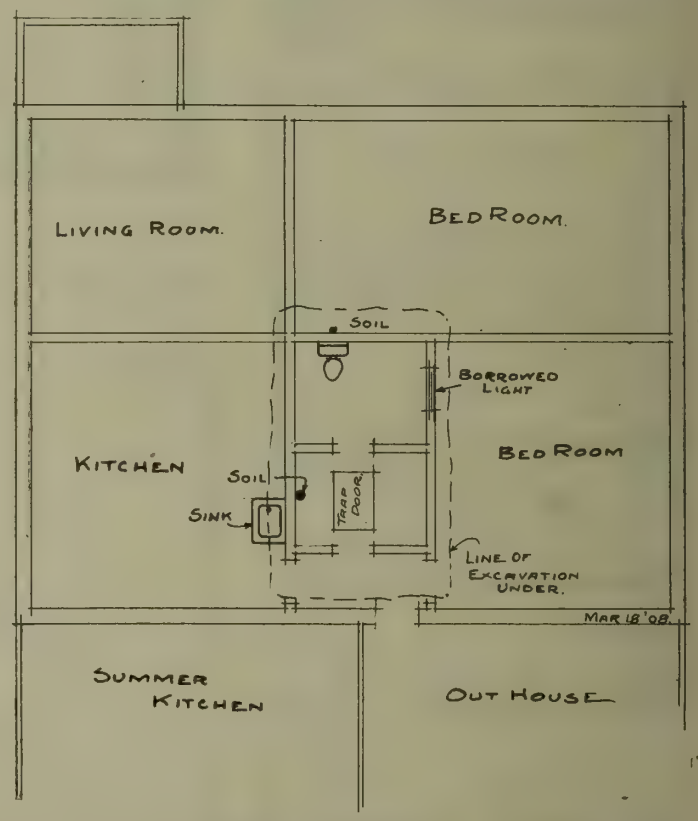


Fig. 2—Floor Plan Showing Enclosed W.C. in Western Town.

DECIDED TO STAY SINGLE.

A muscular Irishman strolled into the Civil Service examination-room, where candidates for the police force are put to a physical test.

"Strip," ordered the police surgeon.

"What's that?" demanded the uninitiated.

"Get your clothes off, and be quick about it," said the doctor.

The Irishman disrobed, and permitted the doctor to measure his chest and legs and to pound his back.

"Hop over this bar," ordered the doctor.

The man did his best, landing on his back.

"Now double up your knees and touch the floor with your hands."

He sprawled, face downward, on the floor. He was indignant, but silent.

"Jump under that cold shower," ordered the doctor.

"Sure, that's funny!" muttered the applicant.

"Now run around the room ten times to test your heart and wind," directed the doctor.

The candidate rebelled. "I'll not. I'll sthay single."

"Single?" asked the doctor, surprised.

"Sure," said the Irishman, "what's all this fussing got to do with a marriage license?"

He had strayed into the wrong bureau.

News of the Paint Trade

PAINT MORE PROFITABLE THAN LEAD.

The hardware store is the natural and correct place for paints to be found by the consumer. The hardware dealer is in closer touch with the house-building and house-owning public than any other class of merchants in business. The man building his home comes to him for his nails, doors and window fittings and the hardware necessary in the construction of his home. His interest in his home at this particular period is very keen. He takes pride in the fact that he is building himself a home and he naturally wants to make that home as good as his means will allow him. Is it not a fact that at this particular time you can talk to him about the paint which he is to use on his house, your chances of making a sale being a thousand times greater than after he has completed his house and lost some of his original interest in it?

By way of contrast, consider the position of the average proprietor of a drug store who carries a line of house paints, (and a great many of them do), compare his prospects for coming in contact with the builders of houses or owners of houses at the phsycological moment with yourself, and the chances you must admit are all in your favor.

Method of Handling.

Conceding the fact that the hardware store is the proper place to find paints, the question naturally arises as to the best method of handling and moving such a stock. A great many hardware men make the mistake of "hiding their light under a bushel," so to speak, when it comes to the question of paint. They buy a stock of paint, stowing it away in the back part of the store on the floor, or under the counters, out of sight, where no one would ever by any possible chance see it, and then they proceed to forget about it. Six months or a year hence when they take stock they wonder why in thunder that paint has not moved.

A progressive hardware dealer, a dealer who is alive, keen and anxious to make money, will take this paint stock, set aside a part of his store, up in front, near the door, and arrange it on shelves in a conspicuous and attractive manner. He certainly would not put it on the floor, where every time the boy swings the sprinkling pot the cans would get wet and labels loose and the whole stock soon looks run down at the heel, but he would make it attractive. He would take one of his show windows and dress it up with paint and advertising matter, supplied

LISTEN !

If you want to stock the varnish that will bring customers back to your store for more varnish, and tell their friends where to get good varnish.

That varnish is undoubtedly

Elastilite Varnish

FOR OUTSIDE OR INSIDE

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Old Apple Tree Swing

The strongest, handsomest and safest swing made. It is a delight to every child, an enjoyment to grown-up people. Furnished complete in boxes, with screw eyes and rings. Almost as easy to put up as a hammock

2 Sizes—5 Lengths

ABSOLUTE SAFETY

Chains used are of enormous strength and positively RUST PROOF.

READY TO USE
HARDWOOD SEATS
RUBBER HANDLE GRIPS

EASILY ADJUSTED

Order now of your Jobber.

Made by

Oneida Community
Limited

NIAGARA FALLS, - ONT.

by the manufacturer. He would study his catalogue, read the literature pertaining to his goods so that he would thoroughly understand them. He would fill himself so full of enthusiasm that it would ooze from every pore, and he would get after his clerks and get their enthusiasm aroused. In fact, he would lose no opportunity to let people know that he had paint for sale, and you can gamble your last dollar that he would sell paint and lots of it.

A Clean Line.

Paint is a nice, clean, neat stock to carry, in fact, it is about the cleanest stock a hardware dealer can carry. A line of good, reliable house paint builds an excellent reputation for the dealer, because it gives good service to his customers and convinces them that he is selling reliable goods. This means that every time they want a can of varnish or a can of stain or a little paint for this, that or the other purpose around their house they will come to him to get it. He has his full line of paint specialities to cater to this demand and he makes a splendid profit from his sale on these specialties. Bear in mind that the house paint makes his reputation, creates the demand, so that his profits from the sale of specialties net him a tidy sum in the course of a year.

White lead alone is a paint pigment which is not nearly so popular as it used to be, as it is too soft in its nature to resist the ravages of time and the elements. The average life of white lead in oil is three years, while that of the properly prepared house paint under the same conditions, is from five to eight years. These are facts which have been demonstrated time and time again by competitive tests. A properly prepared lead, zinc and linseed oil house paint will also cover 25 per cent. more surface than will pure white lead and oil applied under the same conditions.

Lead Sold at a Loss.

Take the average country dealer, he sells white lead because he thinks he has to, or because his neighbor across the street sells it. He pays, say $7.50 per hundred for his trust lead, he is an up-to-date chap and estimates his cost of doing business and provides for it in the prices of everything he sells. Let us place his cost of doing business at 20 per cent. Add this to his cost of $150 per ton on trust lead, and you will find that he should sell his lead at $180 per ton or $9 per hundred, in order to come out even. But instead of doing this he usually sells for $8.50 per hundred, a loss of 50 cents per hundred on every ton he sells. This means that he sells as much as we estimated, or four tons, in the course of a year, a total loss of $40 on his white lead and oil business, to say nothing of his loss on oil, turpentine, etc., on which we all know there is no profit.

And what has he gained? Absolutely nothing. No one can build a reputation that is of a cent's worth of value to him on a brand of goods that every dealer in town handles and can sell for the same price. There is nothing in the transaction to bring a customer into his store again in preference to going to some other dealer who sells the same goods.

Better Margin on Paint.

But note the difference in results, if this same dealer handles a line of properly prepared house paints. For $150 he can buy, say, 120 gals. of good house paint. Add to this 20 per cent. to cover the cost of running expenses. This gives him a cost of $1.50 per gal. If he sells for $1.60 per gal., and no dealer should sell for less, he makes a net profit of 10 cents per gal. If he turns this over four times a year, he will sell 480 gals. Not an extraordinarily large amount of paint, but at a profit of 10 cents a gal. he would realize a net profit of $48 above the running expenses, which on the original investment of $150 is a total net profit of 32 per cent. Not a bad percentage in itself, is it?

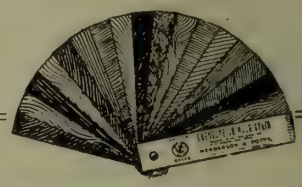
But let us go a little further in this matter. When you consider his actual loss of $40 on the lead proposition, you will readily see that if he sells the properly prepared house paint in place of the lead, he would actually be $88 better off than he would have been if he sold the white lead and oil. This is over 65 per cent. on his investment of $150. Better still, is it not?

In selling the properly prepared house paint the hardwareman is building a reputation and a permanent business for himself. No other dealer in the town can sell the same kind of paint, and while the average dealer's business in white lead may remain stationary, it rarely if ever, increases, but is almost sure to decrease as it goes on. On the other hand, in selling a properly prepared house paint he is building a reputation for handling a good, durable, reliable article, which pleases his customers, is well advertised from time to time and his business gradually grows. Every customer to whom he sells his house paint becomes a friend to that particular brand and helps the dealer to sell more.

Tie up with a good reliable, honest manufacturer; carry his complete line and stick. The up-to-date manufacturer knows how to help you sell his goods. He not only knows how to help you, but is anxious to help you.

From the Roof Down

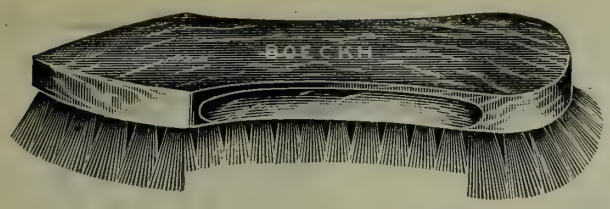
you'll find the Anchor Shingle Stains the very thing for shingled houses, artistic, protective, durable and economical. Every sale gives satisfaction. Send today for our 18 sample Slats of Anchor Shingle Stains.

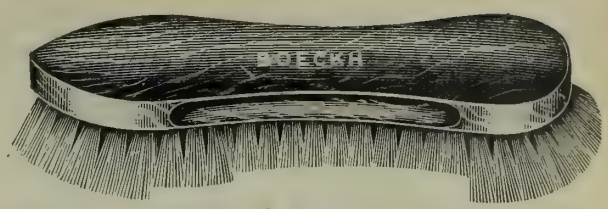


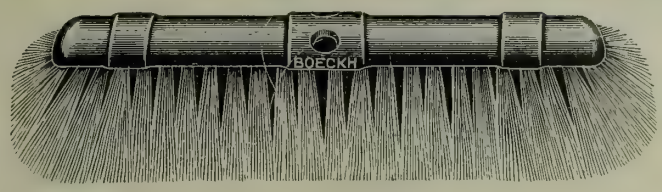
BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

MARSHALL-WELLS CO., Winnipeg,
Distributers for Western Canada



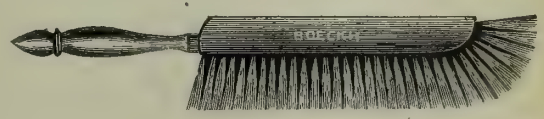


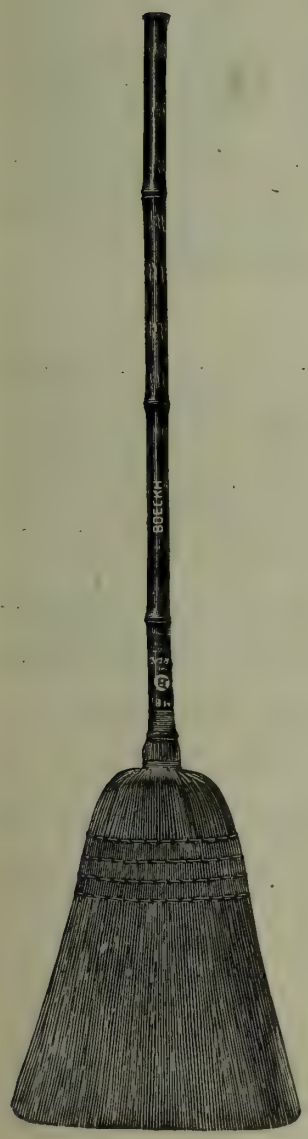


"A Good Thing To Push Along"

There is no article among the "Housecleaning Helps" that is of more importance than the everyday Brush or Broom.

For Scrubbing—Sweeping—Dusting—in fact everything in the cleaning up line, they are indispensable.

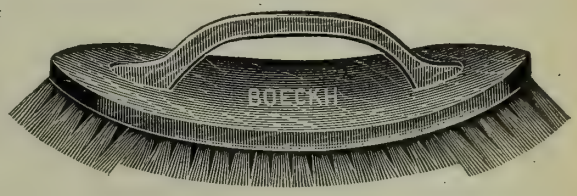




Spring Housecleaning Displays

are all important at this season of the year—a little reminder convinces the housekeeper of the need of certain articles to enlighten the work of this arduous task.

Among the most useful and seasonable goods which are specially good sellers are



Boeckh's

SCRUB BRUSHES—STOVE BRUSHES — BANNISTER BRUSHES—HAIR BROOMS—WINDOW BRUSHES—CORNICE DUSTERS — WALL DUSTERS —FEATHER DUSTERS—CORN BROOMS—MOPS—STEP LADDERS— BASKETS— CLOTHES LINES.

UNITED FACTORIES, Limited

Head Office—TORONTO, Canada

Give him the best support you can. Do not carry two or three other manufacturers' goods, but stick to the one. He will stick with you and work with you honestly, faithfully, persistently and consistently and build business for his goods, as the more business you do the more he is going to do.

Paint and Oil Markets

MONTREAL.

Montreal, April 10.—While the general conditions of the past week could stand improvement, it is noticeable that there is very much more life in the trade all the way round than there has been for some time. The bad roads, locally, have somewhat retarded shipments, and the grinders are anxious to clear off their rail orders so as to be prepared for a large quantity of material which is booked for the opening of navigation.

Turpentine—Contrary to expectations, turpentine keeps steady. Buyers, however, are acting with extreme caution, for they do not desire to be caught with an overabundance of stock of this erratic article, especially as the spring produce will be in sight shortly. We continue to quote 75c for single barrels.

Linseed Oil—The unexpected has happened in this article, and notwithstanding a lively and brisk demand from painters, hardwaremen, and manufacturers generally, prices still show a tendency to sag, and we ease our quotations 1c. Raw, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c; boiled, 1 to 4 barrels, 56c; 5 to 9 barrels, 55c.

Ground White Lead—Good orders are coming in from all parts of the country. This article seems to be stiffening a little in price, helped by the rally in lead, and the fact that quotations are extremely low. We continue to quote government standard $6; No. 1, $5.75.

Red Lead—A fair amount of red lead is reported to be in stock. There does not seem to be any chance of a scarcity in this article before the opening of navigation. We continue to quote: Genuine red lead, in casks $5.50; in 100-lb. kegs, $5.75; in less quantities at $6.50 per 100 lbs.; No. 1 red lead, casks, $5.25; kegs, $5.50, and smaller quantities, $6.25.

Colors—The demand is improving and undoubtedly this department of the paint industry is feeling, in a promising manner, the spring movement. Window blind greens, gold, etc., form a large proportion of present shipments. Prices are unchanged.

Paris Green—One of the features of the week has been the revival of the inquiry for paris green. Advices from the west, and southwestern states report insect life as very abundant, indicating the possibility of a hot summer favorable to the potato bug. Hence probably the reason of this greater inquiry.

White Zinc—There is no change to note in white zinc. Shipments may be called fair to medium. V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc ground in oil: Pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes — Varnishes, stains and household specialties such as enamels, hard oil finish, shellac, are all feeling the reviving influence of spring, and the makers seem busy.

Putty—This article is without special note. A fair trade is reported. We continue to quote: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto April 10.—A good sorting trade is reported by paint jobbers, the demand for floor paint, varnish, stains, enamel, shellac and other lines used during the house-cleaning season being quite brisk. All lines booked for shipment the first of April have been shipped and the warehouse rush is over for the present. White lead, however, is experiencing a good demand and shipments of this commodity will tend to keep staffs going where conditions have been none too busy during the past week, but the feeling is general that there will be an early spring and this will help to develop business in such lines as house paints, Paris green, etc.

Turpentine—Prices in Toronto have declined 1c for single barrels, 77c now being quoted by the majority of the dealers, although this figure is shaded by some as low as 75c. There have been wide variations in price in the selling markets, but following an advance the market has become easier.

Linseed Oil—A weakening in English oil has been followed by a decline of 3c in the Ontario made product with 2c lower quoted by representatives of Montreal houses. A desire to increase the volume of business is considered to be the chief reason for the lower price. The demand is quite active and lower prices are expected to encourage many large sales. We are now quoting single barrels at 55c to 57c, two to four barrels 54c to 56c, with 3c added for boiled.

White Lead—This is the most active of the staple lines at present, fair sized orders being received from dealers in various districts. Prices are quite firm and much lower than they have been at this season for several years. We are still quoting pure at $6, No. 1 at $5.75.

Red Lead—The demand is fairly active at unchanged prices. We are continuing to quote genuine in casks at $5.25 and in kegs at $5.

Shellac—This is one of the spring lines which is experiencing a fair demand. Prices continue unchanged, however, as follows: Pure white, in 5-gallon lots, $2.25; pure orange, $2; No. 1 orange, $1.90.

Glass and Putty—Shipments have been fairly large during the week with a seasonable number of sales made. Prices continue firm at: Bladders of putty, $1.95; less than barrels, $2.10.

Varnish and Floor Stains—A brisk demand exists for these lines.

Notice

¶ The Management of The Canada Paint Company, Limited, of Montreal, Toronto and Winnipeg, take pleasure in announcing that the illustrated booklets of standard colors, stains and enamels for the painting season of 1908 are being mailed.

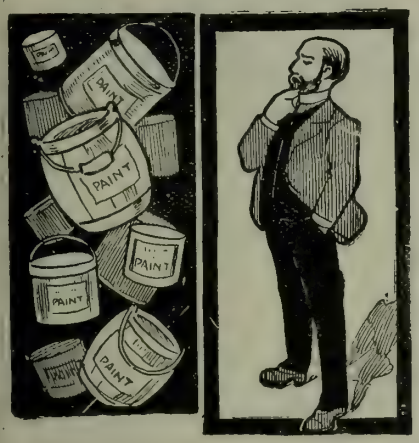
¶ It is confidently declared that the series now in the course of distribution to names of prospective buyers furnished to us by the hardware trade, are the handsomest and most useful ever issued.

¶ Imitators will kindly ask permission before copying our specialties.

The Canada Paint Company,

Limited

REASON IT OUT!



You have invested your money in the best line of paints in Canada. You are looking for profits, and you know you can get them, because you have the proper line to make profits. Are you using the line right? Have you made a display? Agents for

RAMSAY'S PAINTS

the season is on for painting! Put out your signs, display the goods! Get the trade that is now just opening and keep it going. Give us the names of those who are going to paint or should paint, and we will help you. The business always comes to agents for Ramsay's Paints.

"Have you got our Catalogue?"

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 **Paint Makers**

YOUR SPRING PAINT BUSINESS

will be all the brisker if you handle

New Era Paint

Every can is a splendid advertisement for you. Every can you sell will help to sell more, because every can demonstrates that New Era Paint is economical, easy-flowing, right in color and durable.

SEND FOR COLOR CARDS AND PRICES

Standard Paint and Varnish Works Co. LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

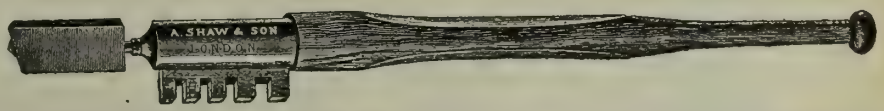
R. E. Thorne & Co.

TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

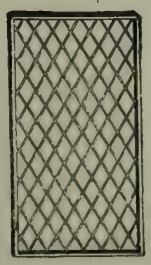
MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.

ESTABLISHED IN 1796

English Varnish
For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

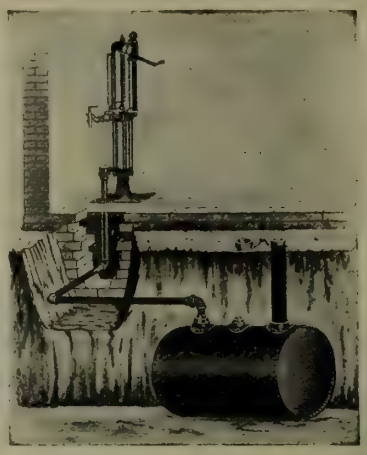
Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Statistics show that 50 per cent. of those who handle gasolene suffer by it at some time.

It is a fact that gasolene stored in a Bowser tank has never caused a fire or explosion.

The moral is plain—you are running a great risk if you handle gasolene without a Bowser.



Cut 42—Long Distance Outfit for Gasolene

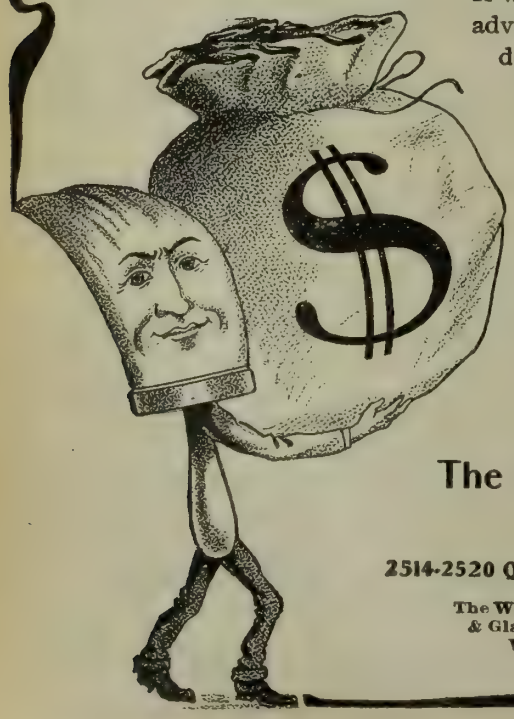
So send for Bulletin 205, which describes and illustrates the different Bowser styles. It will pay you to read it.

S. F. Bowser & Co.

LIMITED

66-68 Fraser Ave. - - - - Toronto

Bringing You Dollars



If we promised to do that, Mr. Paint Dealer, you would answer this advertisement right away, yet that is just what our plan for helping our dealers make sales amounts to. We have a system by which the dealer handling

Martin-Senour Paint

100 Per Cent Pure

secures the cream of the paint trade in his community, builds up his business and puts extra money in his pocket. Our object in advertising our dealers in this way is to help them make sales and WE DO IT. Write to us today and we will tell how it's done.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

The Price Is Lower, The Paint Is Better, The Sales Are Greater, Your Profit Is Higher.

These are the facts upon which we rely to get your orders for **Moore's Pure Linseed Oil H.C. Paint.** You can test the truth of these facts by comparing a coat of Moore's Paint with a coat of any other brand, even if its price be double that of Moore's This comparison will show you that we have spent our money in bettering the paint and lowering the price instead of spending it in extensive advertising. Don't order your paints before testing Moore's.

Muresco is the Wall Finish.

which earns the goodwill—and orders—of the painter as well as the householder. Made in several beautiful and popular tints, easy to put on, never rubs off or flakes.

ASK US FOR OUR COLOR CARDS!

Benjamin Moore & Co., Limited

New Office and Works: Toronto Junction, Canada. New York, Chicago, Cleveland, Carteret, N. J

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

Natural Colors

Ours are natural colors made from the best materials, all ready for use.

A good lasting paint, one which makes and holds customers.

Eight hours will dry it.

P. D. DODS & COMPANY

Montreal

There's Money in the Roof!

Not much in one roof, perhaps but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

April 10, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 10
Hallett'	0 10

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	9 00
" " 2 "	....	9 10
" 2½ "	10 50	12 00
" 3 "	12 00	13 50
" 3½ "	15 00	16 70
" 4 "	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 23
" seamless base	0 23

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	14 00
Cut lengths, round, bars, ½ to 2 in		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60	....	20 00
Tinned copper sheet, base	....	23 00
Planished base	....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	....	2 75
All bright "	....	3 75

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22 - 24	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	....	3 70
26 " "	....	3 95
28 " " (equal to 26 English)		4 40
10¾ oz. " 28 "		4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	22 00
Middlesboro, No. 3 pig iron	20 50	21 00
Summerlee. No. 2 "	25 00	24 50
Carron No. 1	25 50	....
Carron No. 3	22 75	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1	....	24 50
Radnor, charcoal iron	30 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	2 00	2 20
Forged iron	2 15	..
Refined " "	2 25	2 75
Horseshoe iron "	2 25	2 75
Band iron, No. 10 gauge base	2 10	2 50
Sleigh shoe steel	2 05	2 30
Iron finish machinery steel (domestic)	2 10	2 30
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 05	2 50
Sheet cast steel	0 15	0 15
Toe calk steel	2 50	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	....	0 68
Corona tool steel	....	0 06½
Silver tool steel	....	0 12½

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 50 $35 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	6 75	7 00
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	4 10	4 00
Bar, "	4 50	4 35
Sheets, 2½ lb. sq. ft., by roll	6 25	6 25
Sheets, 3 to 6 lb. "	5 75	6 00

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 00	5 25
Domestic	4 75	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass	0 11	0 10
" yellow brass	0 08	0 08
Light brass	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 02
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate	12 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, discount 50 per cent.
Fuller work, 70 p. c.; basin cocks, 75 p.c.
Flatway stop and stop and waste cocks, 50 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c.
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	2 00
No. 4 " "	"	1 80
No 7 Fuller's	"	2 00
No. 4½, "	"	2 15
Patent Compression Cushion, basin cock, hot and cold, per doz.,	....	$16.20
Patent Compression Cushion, bath cock, No. 2208		2 35

Square head brass cocks, 50; iron, 55 p.c.
Thompson Smoke-test Machine $25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 03	⅛ inch	2 86
¼ "	2 25	¼ "	3 18
⅜ "	2 72	⅜ "	3 57
½ "	3 65	½ "	4 84
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 52	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 16	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 56	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers per 100 lb.	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	....	0 40
2-lb. or over "	....	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.	
Sulphate of copper (bluestone)		0 09
Litharge, ground		0 06
" flaked		0 06½
Green copperas (green vitrol)		0 01
Sugar of lead		0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 10
French " "	....	0 08
Marine black "	....	0 40
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15

SIZE.

Domestic sheet	....	0 10
French medal	....	0 12

PARIS WHITE.

In bbls		0 90

PARIS GREEN.

Barrels	....	0 24½
25-lb. drums	....	0 25½

PINE TAR.

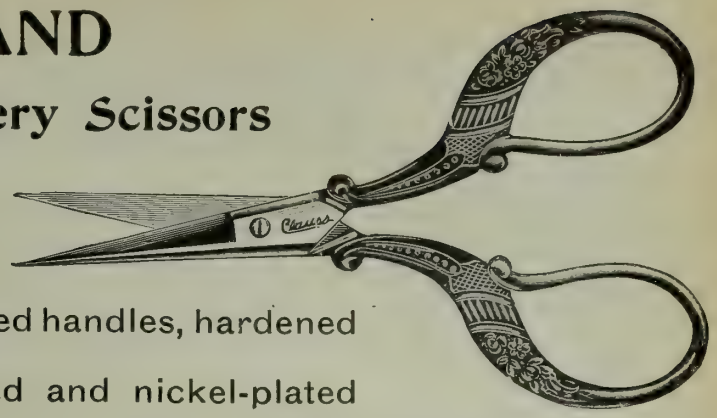
½ pint in tins per gross	...	7 80
" " "	....	9 60

PIGMENTS.

Orange mineral, casks	....	0 08
" " 100-lb. kegs	....	0 08½

CLAUSS BRAND

Fancy Oxidized Embroidery Scissors



FULLY WARRANTED

Hand forged from finest steel. Pressed handles, hardened in water.

Full crocus finish. Finely oxidized and nickel-plated

The Clauss Shear Co., :: :: Toronto, Ont.

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
P. D. Dods & Co's "Island City"		1 50
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls		1 60
Bladders in bbls		1 85
25-lb. tins		1 90
Bladders in bulk or tins less than 100 lb.		2 00
Bulk in 100-lb. irons		1 80

SHINGLE STAINS.

In 5-gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 25	2 50
Fine orange	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 18
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 17	0 21
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 75	0 77
Linseed Oil, " raw	0 53	0 57
" " boiled	0 56	0 60

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure		6 00
No. 1 Canadian		5 75
Munro's Select Flake White		6 25
Elephant and Decorators' Pure		6 25
Tiger Pure		6 25
Essex Genuine		6 25
Brandram's B. B. Genuine		7 25
"Anchor," pure		6 15
Ramsay's Pure Lead		6 25
Ramsay's Exterior		5 75
"Crown and Anchor," pure		6 50
P. D. Dods "Island City" pure		6 50
Sanderson Pearcy's		6 25
Robertson's C.P., lead		6 25

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 25	5 50
Genuine, 100 lb. kegs, "	5 75	6 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 55	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 70
Gilders bolted in bands	....	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	....	0 08½
No. 1, " "	....	0 07
No. 2, " "	....	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No. 1	....	0 90
" " union	....	0 80
Light oil finish	....	1 40
Gold size japan	....	1 80
Brown japan	....	0 95
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 80
No. 1 "	....	2 50
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt per ton		55 00
Heavy Straw Sheathing per ton		40 00
Dry Surprise		0 40
Dry Sheathing per roll, 400 sq. ft.		0 32
Tar " " 400 "		0 40
Dry Fibre " 400 "		0 50
Tarred Fibre " 400 "		0 60
O. K. & I. X. L " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels per gal.		0 15
Roof " small packages "		0 20
Refined Tar per barrel		4 00
Coal Tar "		3 50
Coal Tar, less than barrels per gal.		0 15
Roofing Pitch per 100 lb.	0 75	0 80
Slater's felt per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		42 50

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3" ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	50 00	
Stable pavers, 9"x4½"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge— under 12 in. per 100 lb.	4 75	
over 12 in. "	3 75	

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples— ¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright Wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb		0 31

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes. 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz.		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ up of 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6. 25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, nom'nally 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00
Berg's, each..... ..... 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75

Double strap hangers, doz. sets.... 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 7 00
" " rail..... .... 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross 9 00
" " ⅝ " .... " 10 00
" " ¾ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10¾
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..... .... 0 13½
Berg's, per lb..... .... 0 12½
Brook's..... .... 0 12¾
Pipe Vise, Hinge, No. 1 .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅝ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list).....	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1903, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X. L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25
" iron ..... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

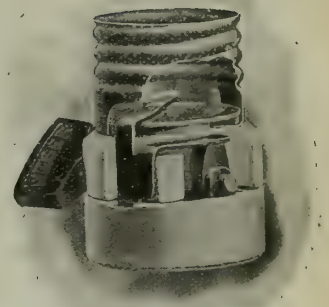
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?



MUNDERLOH & CO., MONTREAL

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz.	....	0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined..... per doz.	2 20	5 60
Galvanized..... "	1 87	3 85
King, wood..... "	2 75	2 90
King, glass..... "	4 00	4 50
All glass ..... "	0 50	0 90

METAL POLISH.

Tandem metal polish paste..... .... 6 00

PICTURE NAILS.

Porcelain head.....per gross	1 35	1 50
Brass head.....	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain.....	4 25
" plated	5 50
Asbestos, per set.....	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz.	6 50
Lift Tubular and Hinge Plain, "	4 75
No. 0, safety..... "	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch..... " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch..... "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb.....	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string.....	2 55	3 40
Nelson's.....	2 25	3 65
" bamboo....	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case....	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz....	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	1 25
Folding ironing boards.....	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz.....	10 55

WASHBOARDS.

Cane's, per doz.....	1 10	3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy.....	54 00
Stephenson.....	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ...	35 00
Royal American, 11 in. .. .	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's..... "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw .... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal.....	0 10
Pure Manilla	0 13½
"British" Manilla.....	0 11
Cotton, 3-16 inch and larger... ..0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 09
" double	0 10
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ¼c. less; ½-ton lots, ⅛c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita .....per lb.	0 25	0 37
Hindostan ..... "	0 06	0 10
" slip ..... "	0 18	0 20
" Axe..... "	....	0 10
Deer Creek..... "	....	0 10
Deerlick ..... "	....	0 25
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe.....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	20 00	22 00
" under 40 lb., "	....	24 00
" 200 lb. and over	....	28 00

The Buffalo Manufacturing Co.

BUFFALO, N.Y.

When you get our goods you know you get THE BEST.

We manufacture Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, Etc.

All High Grade and Exceedingly Presentable.

Represented by **H. F. McINTOSH & CO.**

51 Yonge Street, Toronto, Ont.

Write for Catalogue.

UP-TO-DATE

BUILDERS' HARDWARE

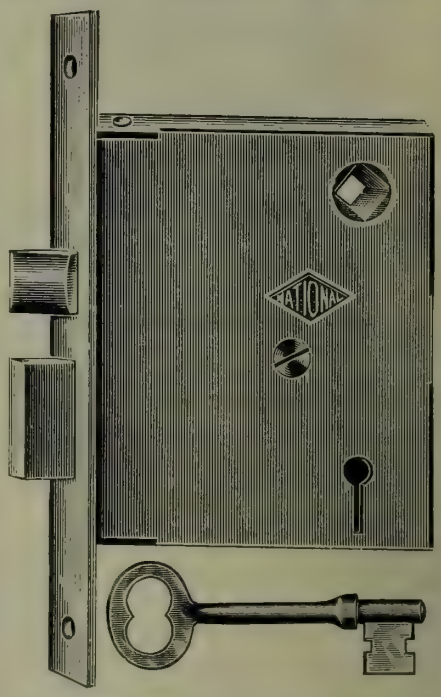
is what we lead in. You can sell our Pressed Steel Goods, Lock Sets in Cast Bronze and Stamped lines, quicker than any other line.

Cut shows our special thin

MORTISE LOCK

adapted for light, thin doors, yet as strong as a much heavier lock.

Ask your Jobber for "National" Goods.



National Hardware Co., Ltd.

Orillia, Ontario, Canada.

SOLE MANUFACTURERS:

QUIBELL BROTHERS, Limited, Newark-on-Trent, England

When a Man or Woman Asks for the BEST CHURN

give him the "Favorite," and you do give him the best. It's the easiest to handle---Patent foot and lever drive, so that the churn may be operated by hand, by foot or both.

8 sizes to churn from 1-2 to 30 gallons of cream.

You are sure to please your customers with the "FAVORITE" and we make it worth your while to handle them. More of the "FAVORITE" Churns are sold in Canada than any other and the reputation of the "FAVORITE" makes it an easy seller for the dealer.

DAVID MAXWELL & SONS, - - - - ST. MARY'S, ONT.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

THE SOO LINE

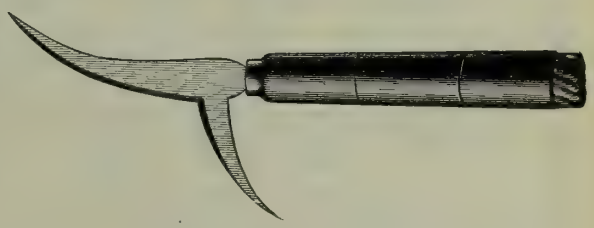
is a new line of the

Most Improved, Lightest, Strongest and Best

Lumbering Tools

(Made in Canada)

Write for catalogue and discounts



SOO PIKE POLES

with handles made of select second-growth white ash. Ferrules made in three pieces of polished seamless steel. Pikes made of high grade tool steel. Shanks threaded and screwed in tight. Lengths 10, 12, 13, 14, 16, 18 feet.

MANUFACTURED BY

Canadian Logging Tool Co. Limited

THE SOO PEAVEY

Sault Ste. Marie, Ontario

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

Note vertical motion.

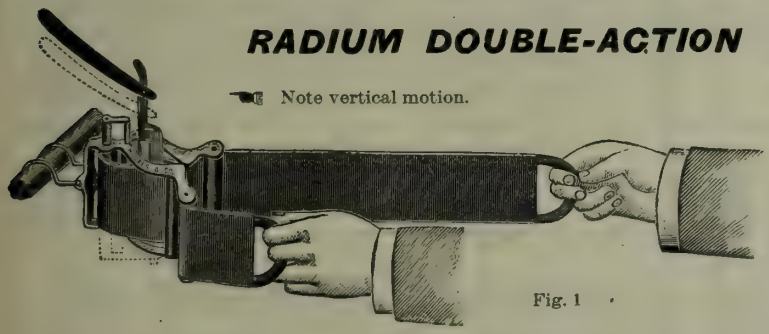
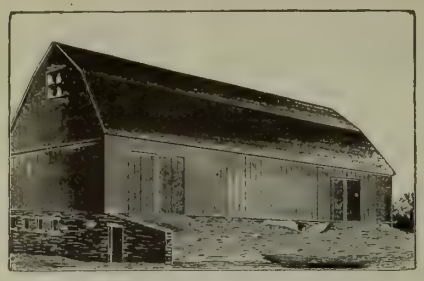


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to t movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES



Our Patent Metal Ends make our roofing easier and better to handle.

"Brantford" "Roofing"

doesn't stick in the roll. Comes complete with nails and cement, and clear instructions how to lay it. The neatness of its "get up" makes it a ready seller, especially when backed up with such superior quality. Write for samples and agency for your town.

Brantford Roofing Co. Limited
Brantford, Canada

Montreal Agent; Chas. A. Sullivan.
Winnipeg Agents; General Supply Co., of Canada, Limited.
British Columbia Agents; Fleck Bros., Limited, Vancouver, B.C.

Easy to Lay

Amatite Ready Roofing

Amatite Roofing is coated with Bitumen and Mineral Surfaced in course of manufacture.

Bitumen is the best water resisting material in existence.

Amatite Roofing is the most fire resisting Ready Roofing made.

Amatite has simply to be nailed on the roof and your work and roofing worry ends there.

Let us send you samples and further information.

The Paterson Manufacturing Co., Ltd.
Canadian Agents
Toronto Montreal Winnipeg St. John Halifax

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

QUALITY BOOMS OUR BUSINESS
ACORN QUALITY TRADE MARK

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B.
J. A. Bernard, QUEBEC
Clare & Brockest, WINNIPEG
Ellis & Grogan, CALGARY
Wm. N. O'Neill & Co., VANCOUVER

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO. LIMITED
GALT, - ONTARIO

Western Distributing Agents—
DUNN BROS., of Winnipeg, Man., and Regina, Sask.

Letters

J.E.R&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

"YANKEE" OPEN EYE SNAP

Strong Durable

Brass Lever Spring

"Yankee" Snaps are made in all styles.

COVERT MFG. CO. - TROY, N.Y.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

MENSURATION FOR Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects 70 Figures

Price 50c., Postpaid

(All orders payable in advance)

MacLean Publishing Co.

Technical Book Department

10 Front St. East, - TORONTO

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Those Pesky Flies

will soon be with us. And though they certainly are a nuisance, it can't be denied that they promote a brisk business in

SANDERSON - HAROLD Screen Doors and Windows

Now is the time for you to get busy and send us your specifications in this line. Our goods are extremely well made and nicely finished; and the prices are right for your profit.

DON'T DELAY. SEND 'EM IN TO DAY!

SANDERSON-HAROLD CO., LIMITED

Paris - Ontario

Don't forget "OPALITE" Refrigerators

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

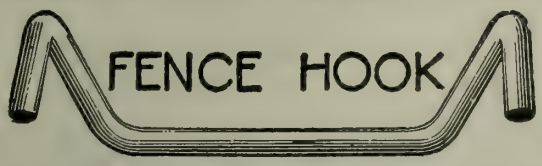
Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales

ALEX. GIBB 13 St. John St., Montreal, Agent

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences

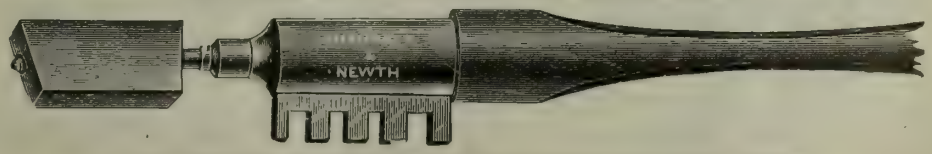


WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

A Photograph of a Bartlett

AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

GETTING HOLIDAY BUSINESS,
SPECIAL SALES,
EXPOSITIONS,
SOUVENIRS,
PACKAGE SALES,
MONEY MAKING IDEAS,
CONTESTS,
SENSATIONAL ADVERTISING.

Do you want to know 333 WAYS OF GETTING TRADE? We will send you "Sales Plans" postpaid on receipt of $2.50.

282 PAGES. BOUND IN CLOTH.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department, 10 FRONT ST. E., TORONTO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

"ONE MINUTE" WASHER

Easiest operating washer made.

DEALERS

Write us to-day for the exclusive agency as we only sell to one dealer in each city or town.

WHITE, EHRHARDT & CO.
124 Logan Avenue
TORONTO - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

BICYCLE SUNDRIES

Write to Humphrey Bicycle and Hardware Company for Catalogue and Wholesale Price List. Everything for the Bicycle.

RIDE HUMPHREY TIRES
they are guaranteed.

364-366 Queen Street West
TORONTO, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

TINPLATES

All made out of the
BEST SIEMEN'S MARTIN STEEL
Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

Auto Spray

Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.
Sole Agents for the Dominion

"MIDLAND"
BRAND
FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency
313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
Alabastine Co 53
Amatite Roofing Co 70
American Shearer Co 11
Armstrong Bros. Tool Co 11
Atkins, E. C., & Co 15
Atlas Mfg. Co 11

B

Baglan Bay Tin Plate Co 73
Banwell Hoxie Wire Fence Co 24
Barrett, W. L 10
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 72
Barton Netting Co 10
Beardwood Agency 73
Belleville Hardware Co 23
Boker, H. & Co. . outside front cover, 69
Bowser, S. F., & Co., Limited 61
Brandram-Henderson, Limited 58
Brantford Screw Co 76
Brantford Roofing Co. 70
Buffalo Mfg. Co 63

C

Cameron & Campbell 53
Canada Cycle & Motor Co 22, 28
Canada Foundry Co 13
Canada Paint Co 60
Canada Wire Goods Mfg. Co 61
Canadian Bronze Powder Works 61
Canadian Cutlery Co 20
Canadian Fairbanks Co 8
Canadian Hart Wheels Co 32
Canadian Heating & Ventilating Co 25
Caverhill, Learmont & Co 7
Canadian Logging Tool Co 69
Cavers Bros 73
Chicago Eye Shield Co 22
Chicago Spring Butt Co 1
Clare Bros 25
Clauss Shear Co 65
Collins Mfg. Co 11
Consumers' Cordage Co 17
Covert Mfg. Co 71
Crescent Wire & Iron Works 11

D

Davey & Co 11
Davidson, Thos., Mfg. Co 10
Dieckmann, Ferdinand 51
Directory of Manufacturers 11
Disston, Henry, & Son 14
Dods, P. D 63
Dominion Cartridge Co 32
Dominion Wire Mfg. Co 17
Dominion Hammock Co 28
Dorken Bros ..... outside front cover
Dowswell Mfg. Co 1
Drummond-McCall 73

E

Eadie-Douglas Co 12
Enterprise Mfg. Co 51
Erie Specialty Co ..... inside back cover

F

Fabien, C. P 28
Ford Auger Bit Co 24
Forsyth Mfg. Co 27
Frothingham & Workman 6

G

Galt Art Metal Co 70
Gibb, Alexander 71
Gillette Safety Razor Co 12
Gilbertson, W., & Co 71
Greening, B., Wire Co 21
Gutta Percha & Rubber Mfg. Co ..... outside back cover
Gurney Foundry Co 26

H

Hamilton Bridge Co 15
Hanover Portland Cement Co 11
Harrington & Richardson 14
Harris, J. W., Co 18
Heinisch, R., Sons Co 71
Hobbs Mfg. Co 9
Howland, H. S., Sons & Co. 5
Humphrey Bicycle and Hdw. Co 73
Hutton, Jas., & Co 12
Hutton, Wm., & Sons, Ltd 32
Hyde, F. & Co 72

I

Imperial Varnish and Color Co 17
Independent Cordage Co 21

J

James & Reid 11
Jardine, A. B., & Co. 73
Johnson's, Iver, Arms and Cycle Works 55

K

Kemp Mfg. Co 30
Kerr Engine Co ..... inside back cover

L

Lamplough, F. W. 20
Leslie, A. C., & Co 55
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 15
London Foundry Co 12
London Rolling Mill Co 19
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

Mc

McArthur, Alex., & Co 64
McCaskill, Dougall & Co 61
McDougall, R., Co 18
McFarlane, Walter 13
McGlashan-Clarke Co., Ltd 29
McGregor-Banwell Fence Co 19
McKinnon Dash & Metal Works 19

M

Mace, A. H 12
Manufacturers List Co 11
Maple City Mfg. Co 18
Maxwell, David & Sons 63
Martin-Senour Co 62
Metallic Roofing Co 55
Metal Shingle and Siding Co 70
Montreal Rolling Mills Co 55
Moore, Benjamin, & Co. 63
Morrison, James, Brass Mfg. Co 29
Munderloh & Co 67

N

National Hardware Co 68
Nelson, H. W., & Co 23
Newman, W., & Sons 11
Nicholson File Co 75
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 73

O

Oakey, John, & Sons 73
Oneida Community 57
Ontario Lantern & Lamp Co 27
Ontario Tack Co 73
Ontario Wind Engine and Pump Co 11
Orford Copper Co 73
Oshawa Steam & Gas Fittings Co 12
Otterville Mfg. Co 12
Owen Sound Wire Fence Co 18

P

Palmer, I. E., Co 27
Parker Wire Goods Co 11
Parmenter & Bullock Co 11
Paterson Mfg. Co 66
Penberthy Injector Co 29
Pearson, Geo D. & Co 11
Pease Foundry Co 51
Pelton, Godfrey S 61
Peterborough Lock Co 16
Pink, Thos 2
Plymouth Cordage Co 21
Pringle, R. E. T 24

Q

Quibell Bros 68

R

Ramsay, A., & Son Co 61
Rapid Tool Co 21
Richardson, J. E 71
Ridgeway's Agency 71
Robertson, James Co 72
Ross Rifle Co 76

S

Salyerds, E. B 20
Samuel, M. & L., Benjamin, & Co 2
Sanderson Harold Co 71
Seymour, Henry T., Shear Co 72
Sharratt & Newth 71
Sherwin-Williams Co 53
Simonds Mfg. Co 16
Simonds Canada Saw Co 13
Stairs, Son & Morrow 75
Standard Paint and Varnish Works 61
Starr Mfg. Co 15
Stauntons Limited 13
Steel Trough & Machine Co 11
Still, J. H., Mfg 21

T

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S. H., Co ..... outside back cover
Time Saving Coupler Co 22
Toronto Plate Glass Importing Co 10

U

United Factories 59
United States Steel Products Co 31

W

Walter, E. F 9
Want Ads 49
Western Wire & Nail Co 71
White Mop Wringer Co ..... inside back cover
Whitman & Barnes 31
White Ehrhardt Co 73
Wilkinson, Heywood & Clark 62
Wood-Vallance & Co 3
Wright, E. T., & Co 16

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd, Toronto

Cans.
Acme Can Works, Montreal.
Kemp Mfg. Co, Toronto.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros Tool Co., Chicago

Hammocks
Nelson, H. W., & Co, Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia. Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal.
Gibb. Alexander, Montreal
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N Y

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto
Frothingham & Workman, Montreal.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal
Thompson B. & S. H. & Co., Montreal

Poultry Netting
Greening, B. Wire Co., Hamilton, Ont

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers
McClary's London, Ont.
Pease Foundry Co., Toronto.

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co , Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal

Saws.
Atkins, E. C., & Co., Indiananolis. Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McClashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros. Galt
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, F. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers
McArthur, Alex., & Co., Montreal.
Stairs Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
Imperial Cotton Duck
Scotia Ready Mixed Paints

GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

Clean Cut Threads, Sharp Points, and Even Slots are some of the qualities that characterize Brantford Wood Screws. They are made in Iron or Brass, bright or blued.

LET US QUOTE YOU

BRANTFORD SCREW CO., LIMITED

BRANTFORD - ONTARIO

DELORME BROS.
Montreal

BAINES & PECKOVER
Toronto

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

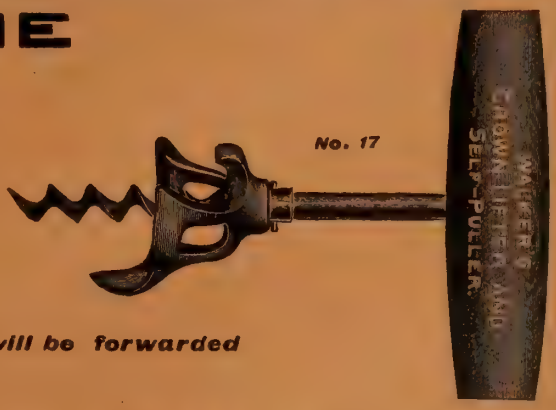
Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

NOW IS THE TIME

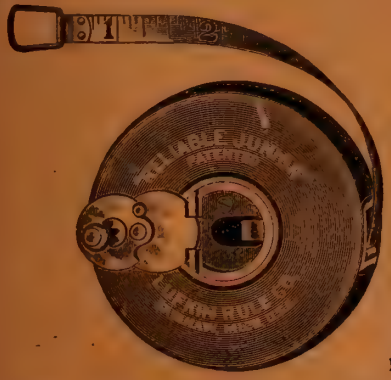
for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1865. Inc. 1896.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"APOLLO" GALVANIZED SHEETS

GALVANIZED CANADA PLATES

AMERICAN BESSEMER SHEETS

POLISHED STEEL SHEETS, Etc.

We can furnish Steel Sheets in many different qualities suitable for all purposes, and shall be glad to make quotations upon receipt of particulars of your requirements.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

DOMINION OF CANADA SALES AGENTS

UNITED STATES STEEL PRODUCTS EXPORT COMPANY

Sheet Steel and Tinplate Department

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, APRIL 18, 1908 NO. 16.

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

Plyers Vices

For Sale by Leading Wholesale Houses.

"Southern Cross"

C.R.C.A. Steel Sheets are really Dead Flat.

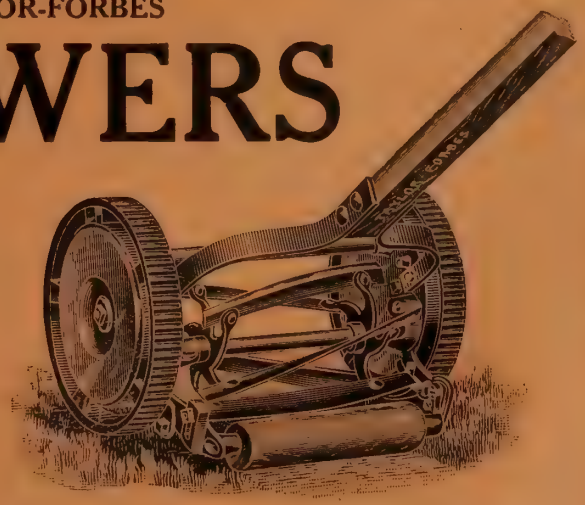
John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Here Are Some Advantages

which will help you to sell more TAYLOR-FORBES

LAWN MOWERS



Six grades—enough variety to suit every class of trade.

All parts on each machine interchangeable.

All material used is of the very highest grade. And the high quality of workmanship is the result of our long experience in manufacturing lawn mowers.

SEND FOR OUR NEW CATALOGUE

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West ST. JOHN, N.B., H. G. Rogers, Agent

VICTORIA, B.C.—J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

Garden and Lawn Tools

Shears

Mowers and Grass Catchers

Garden Trowels

Lawn Rakes

Sprayers

Diggers

RICE LEWIS & SON, Ltd.

Toronto

Something You Ought to Be Selling

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

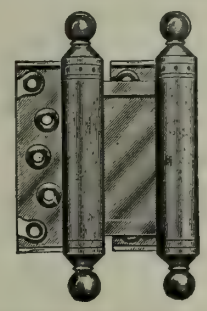
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

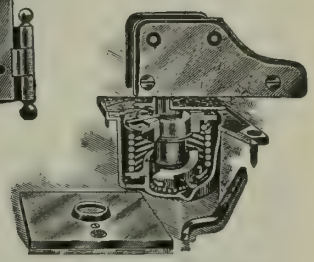
TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

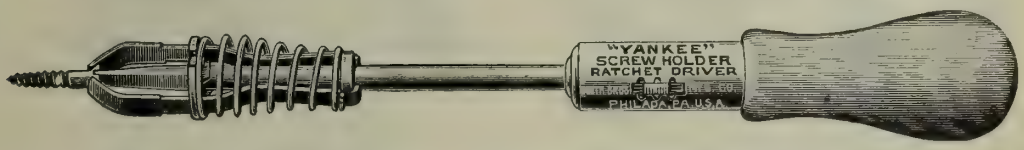
CHICAGO NEW YORK

CATALOGUES ON REQUEST

"YANKEE TOOLS"

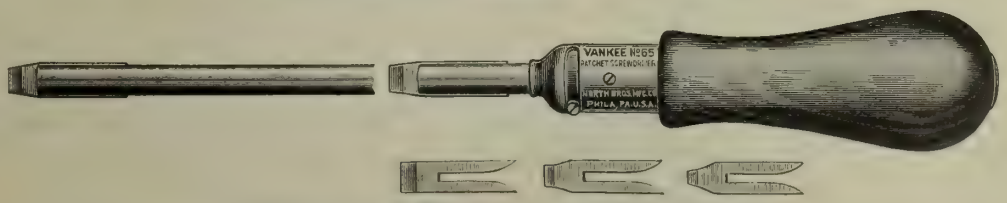
SOME NEW STYLES—HAVE YOU SEEN THEM?

are the NEWEST CLEVEREST and QUICKEST SELLING TOOLS and are WITHOUT EQUAL in QUALITY and EFFICIENCY in PRACTICAL USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.

"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

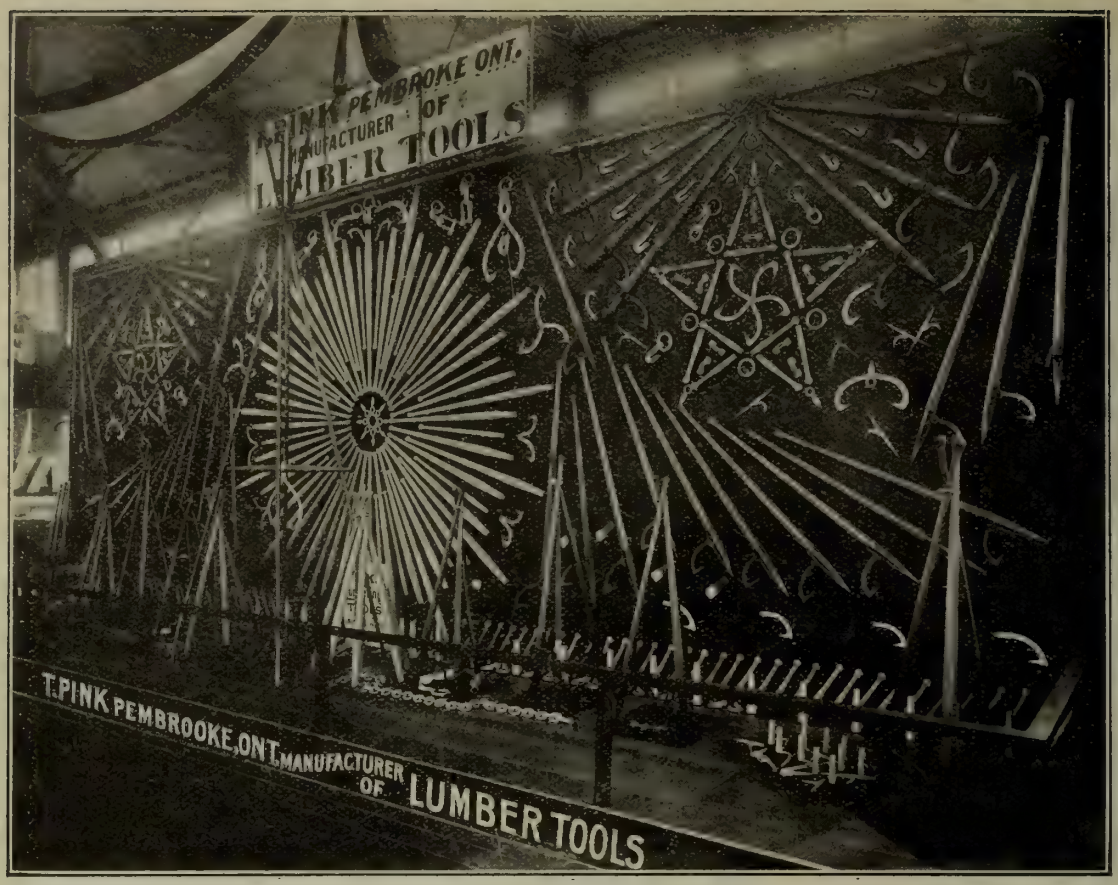


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

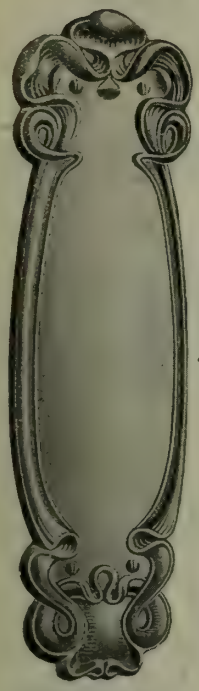
Antimony, Copper, Lead,
Tin and Zinc.

Large Stocks. Close Prices.

M. & L. Samuel Benjamin & Co.

Toronto, Ontario **London, England**

Builders' Hardware

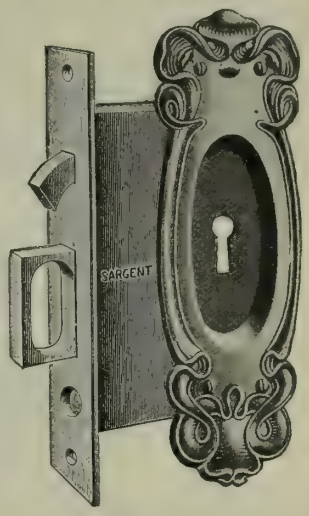


No. O.E. 392 A.N.

"Alby" Design

is the most artistic pattern of Builders' Hardware that we have ever seen, and while it is high quality it is sold at popular prices.

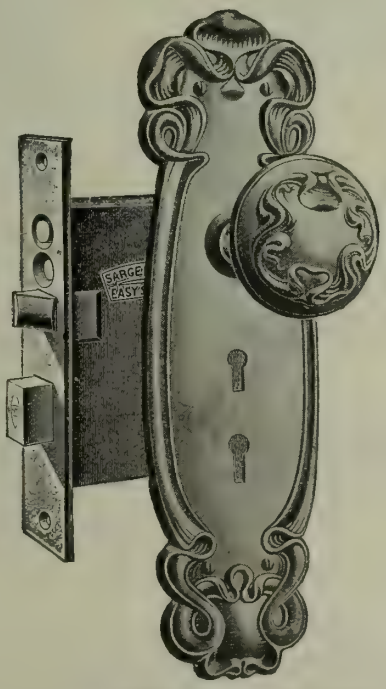
If you are interested we will send you an illustration showing all the lines listed here, and you will be surprised at the prices, more especially when you see the quality.



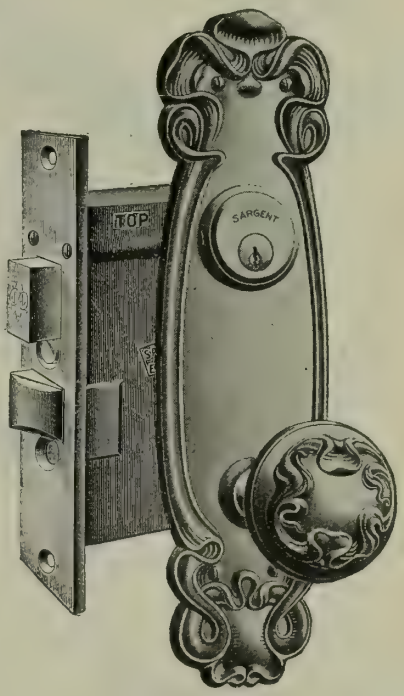
No. O.E. 6961 x O.E. 344 A.N.

We stock these lines in bronze metal and also in steel, and we have all the trimmings to match, which include the lines illustrated here, also Butts, Letter Box Plates, Cupboard Turns, Cupboard Catches, Drawer Pulls, Sash Fasts, Sash Lifts, Hat and Coat Hooks, also triple-end Butts for doors swinging both ways, Sliding Door Latches, Push Plates, Rotary Door Bells, Push Buttons, made in old brass finish only.

No. O.E. 316 A.N.



Nos. O.E. 603 A.N. and O.E. 652 A.N.



No. O.E. 802 A.N.

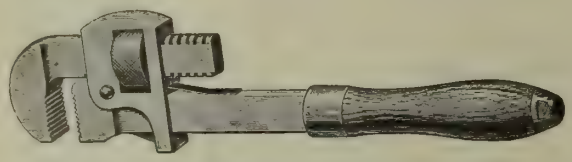
We have the exclusive sale of this line for Canada, and we would entertain a proposition of this kind from you.

LEWIS BROS., LIMITED

Address all correspondence to

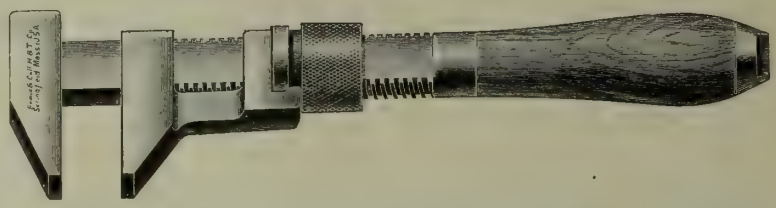
Ottawa Toronto **Montreal** Calgary Vancouver

Wrenches and Pipe Tongs



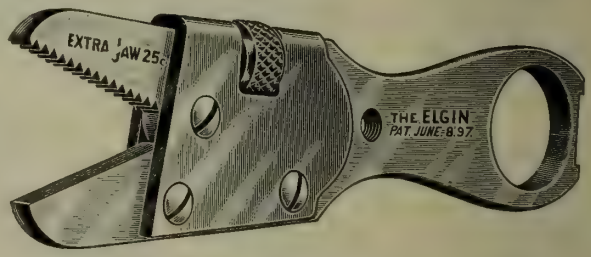
STILLSON
6 inch to 48 inch.

TRIMO

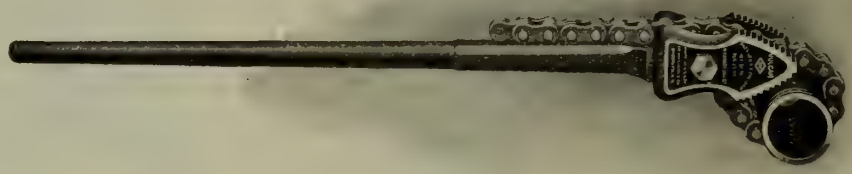


AGRICULTURAL, KNIFE HANDLE, GENUINE COES NUT WRENCH as cut
6 inch to 21 inch.

ADJUSTABLE S. WRENCH
For Nuts or Pipe.



ELGIN WRENCH
Holds Iron Pipe up to ⅜ inch.



PIPE TONGS
Nos. 10 to 14 for Pipe ⅛ inch to 8 inch.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO.,
Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED,
Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED,
Nelson, B.C.

TORONTO OFFICE,
94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

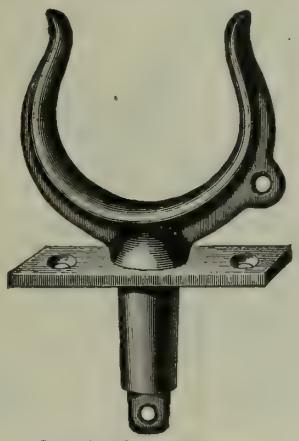
Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

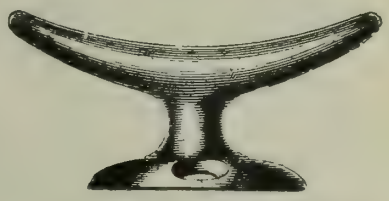
Wholesale Only

BOAT HARDWARE

Chocks—Galvanized

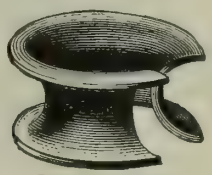


Oar Locks—Galvanized

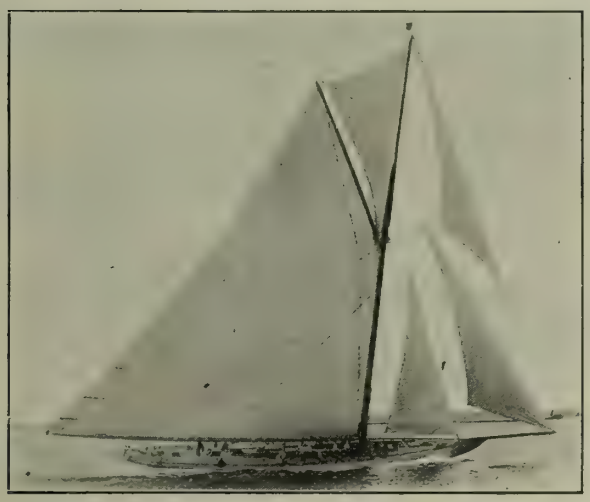


Line Cleats—Japanned and Galvanized

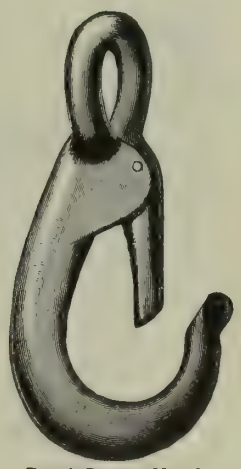
Brass Grommets



Sail Thimbles
open and closed

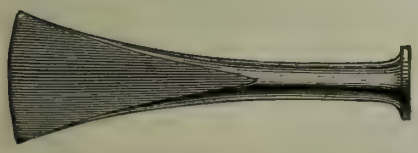


Pulleys
Japanned and Galvanized

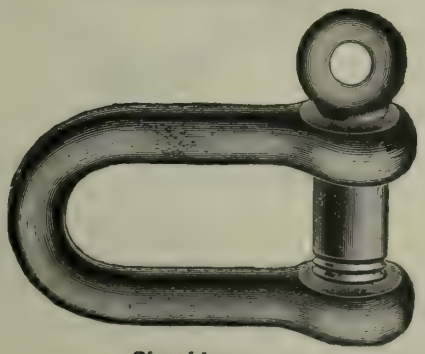


Boat Snap Hooks
Galvanized Ball Point.

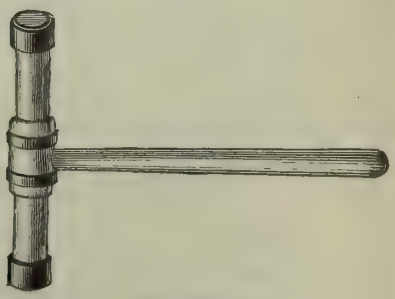
Turn Buckles
Malleable and Wrought Iron



Calking Iron



Shackles



Calking Mallets

For fuller line see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

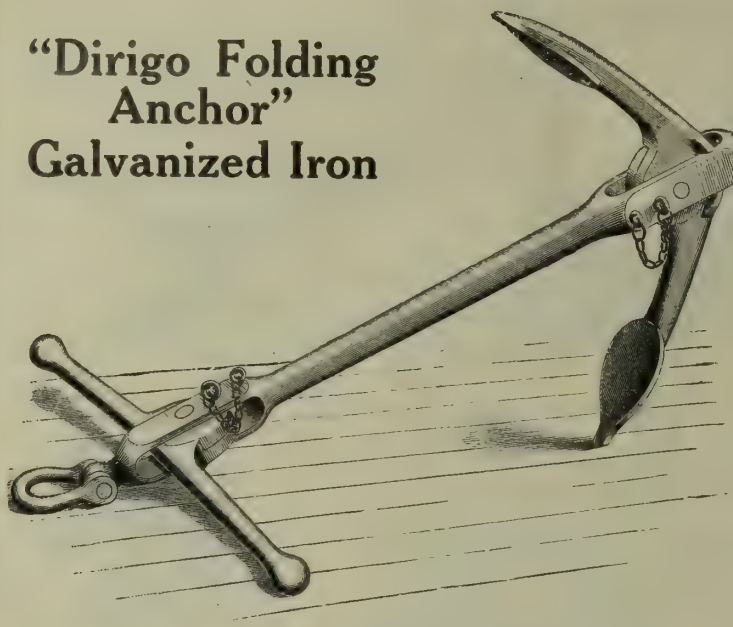
Our Prices are Right

GRAHAM NAILS ARE THE BEST

We Ship Promptly

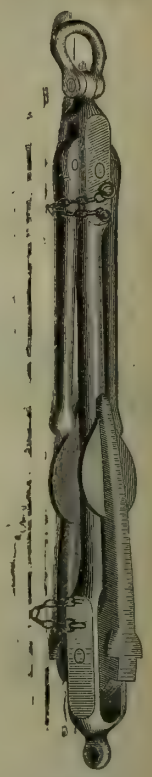
"ANCHORS"

"Dirigo Folding Anchor" Galvanized Iron

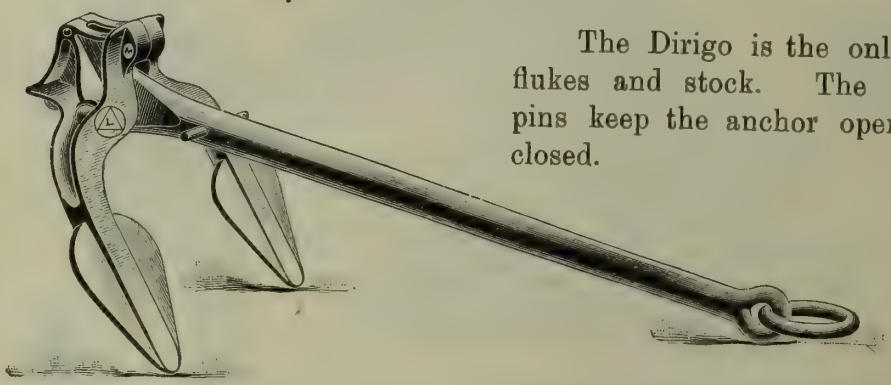


Open

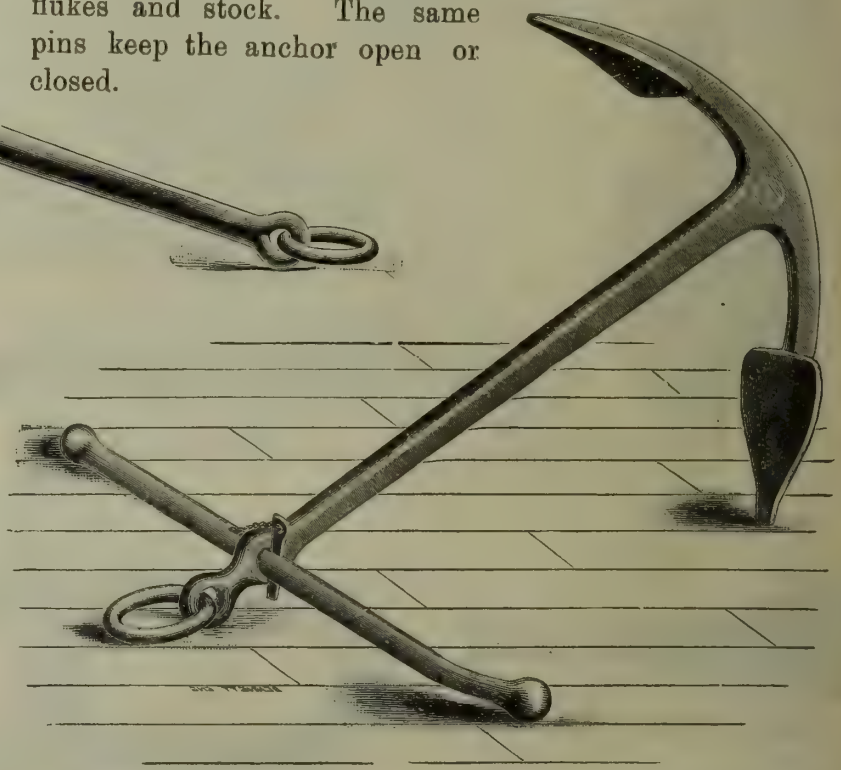
Size	Length
4 lb.	17 in.
6 lb.	19 in.
8 lb.	22 in.
10 lb.	23 in.
12 lb.	25 in.
16 lb.	28 in.
20 lb.	30 in.
26 lb.	33 in.
30 lb.	34 in.
44 lb.	38 in.



Closed



The Dirigo is the only practical anchor with folding flukes and stock. The same pins keep the anchor open or closed.



Stockless Anchors, Babbitt's Patent Galvanized.

No.	Weight	Length	Width
1	12 lb.	30 in.	12 in.
2	18 lb.	32 in.	13 in.
3	26 lb.	32 in.	14 in.
4	36 lb.	35 in.	15 in.
5	56 lb.	44 in.	16 in.

"Kedge Anchors"

Our full line of these anchors ranges from 25 lb. to 550 lb. Wrought black finish.

For prices write us direct or ask our travellers to quote.

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS

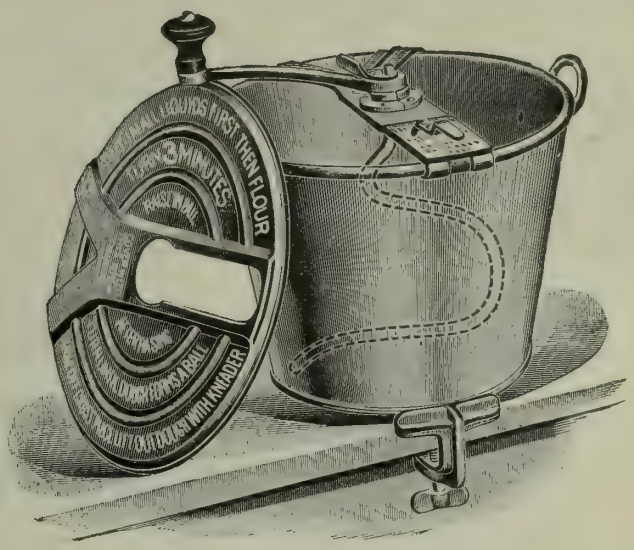
MONTREAL, - CANADA

F.&W.

BREAD-MAKING

in the home during the hot weather is generally abandoned except when the housewife has a

"UNIVERSAL" Bread-Maker



Nos. 4 and 8 Bread-Makers.
Capacity 4 and 8 Loaves.

Then the work is easy, and the pleasure and the economy of having sweet "home made" bread may be enjoyed without troublesome labor.

The **"UNIVERSAL"** Bread-Maker has already established itself as one of the greatest savers of kitchen work ever produced. It is easy to interest women in it. They are quick to recognize its advantages, and a sale makes for your store a pleased and satisfied woman customer.

No. 44. Capacity 4 Loaves.

The **"UNIVERSAL"** Bread-Maker may be had in two sizes for large or small family use, and the smaller size in two styles.

The profit on them is satisfactory and the sales rapid.

Are you getting the women's trade? If not, the **"UNIVERSAL"** Bread-Maker will help to draw it.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA
Showrooms, TORONTO, 77 York St. OTTAWA Holbrook Chambers.
QUEBEC. FRASERVILLE.

Eclipse Roofing

Waterproof, Odorless, Reliable, Durable,
Adapted for steep or flat roofs.
Ready for use.

Put up in Special Rolls for Dealers

The Highest Grade Roofing made Guaranteed for 15 years.

The Canadian Fairbanks Co., Limited

MONTREAL

TORONTO WINNIPEG CALGARY ST. JOHN VANCOUVER

The Enormous Demand for the Gillette Makes it a Good Seller for You!

For no other razor sells as well, because the "Gillette" is——

The razor that is most extensively advertised,
The razor for which there is the greatest demand,
The razor that satisfies your customer and speaks a good word for itself.

¶ Our strong advertising campaign in the leading newspapers, magazines and weekly publications of this country is constantly calling the attention of the public, your customers, to the superiority of the "Gillette."

No Stropping—No Honing

¶ One of the chief aims of our advertising is to increase the sale in your store, and as the "Gillette" is sold at one price everywhere, this fact assures to even the smallest dealer his share of the profits.

¶ We are doing everything in our power to increase the demand for the Gillette Safety Razor, and it is the very best business policy for you as a progressive merchant to be in a position to increase your profits by being able to supply the demand.

¶ The "Gillette" is made in sets to retail for $5.00; also made in combination sets in a variety of styles, with toilet accessories, retailing from $6.50 to $50.00.

¶ You will always find us ready to co-operate with you in the way of stimulating sales, and we should be pleased to supply you with booklets, circulars, cards, advertising signs, and other literature which will add a local touch to the situation, thereby giving you the full benefit of our great publicity campaign.

Gillette Safety Razor Company

OF CANADA, LIMITED

63 St. Alexander Street, Montreal, Que.

Davidson's "Crown" Dinner Pail

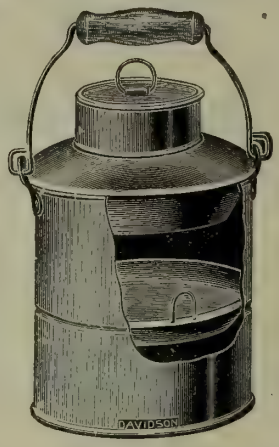
ROUND—WITH CUP, TEA FLASK AND PIE TRAY

"Holds a Real Comfortable Dinner"

Has Room for 4 cups of tea in flask.

A Convenient Feature is that the cup hole in the tea reservoir is made extra large, so that the hand can be easily inserted for thorough cleaning—and there are no sharp edges to damage the fingers while doing so.

Owing to the General Lay-out of the pail, it has a greater capacity for food and liquids than many others of much larger dimensions.



The Tea Flask being on the top (instead of, as usual, at the bottom), does not affect the other food by making it soggy and unpalatable from the steam arising from the hot beverage.

The Pie Tray is held in position by swedge and holds its contents secure and entirely separate from any other portion of the dinner.

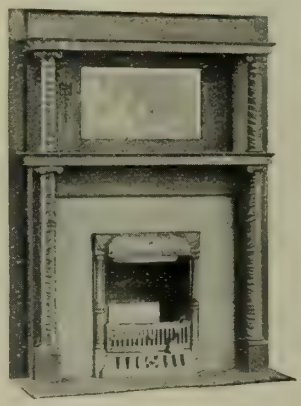
Number 300
3 Quart—List Price, per Doz., $3.60

It's a Leader in Round Dinner Pails

Our Travellers Have Samples and They Are Selling Fast

THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL and WINNIPEG



Mantels and Grates

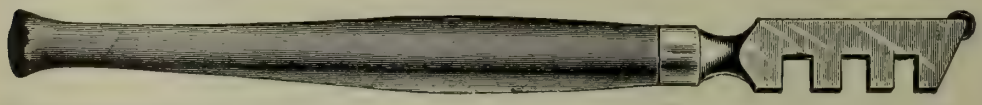
TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.



Sold by All Progressive Hardware Merchants. Send for prices

W. L. BARRETT, Mfr., Bristol, Conn., U.S.A.

BARRETT'S STANDARD GLASS CUTTERS

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

—THE—
CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
THE MANUFACTURERS LIST CO.
Publishers,
P.O. Box 334 Toronto.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

FEED COOKERS

FEED COOKERS
A good line to handle. Write us for full particulars and prices.
The James Bros. Fdry. Co.
Perth, Ont.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

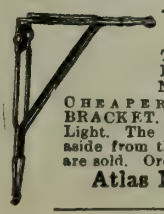
PULLEY BLOCKS & CARGO GINS

IMPROVED CARGO GINS,
LEAD AND HEEL BLOCKS,
with Self-Oiler Sheaves, Steel Centres
DAVEY & CO.
88 West India Dock Road, London, Eng.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



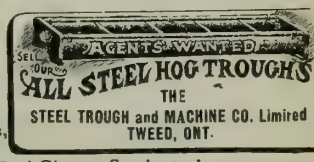
Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin.
Manufactured by
THE COLLINS MFG. CO., - TORONTO

TANKS.

Steel Tanks
All Kinds
Stock Tanks
Steel Cheese Vats, Thresher's Tanks, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.



TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

The Finest Family Polish on the Market

Black Jack

At Your Jobbers'

GUARANTEED

CLASS SHELVES	SPONGE BASKETS
TOWEL BARS	TUMBLER HOLDERS
BATH SEATS	PAPER FIXTURES
SOAP DISHES	MIRRORS

are all illustrated in our new catalog.

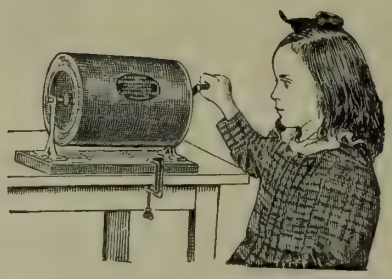
THE
KINZINGER MANUFACTURING CO.
Buttrey Avenue, NIAGARA FALLS, CAN.

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS



Twice as quick as any other machine with half the ice.

NO DIRT
NO TROUBLE

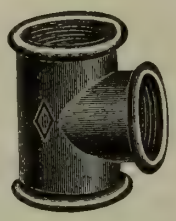
Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,
746 Notre Dame St. West, - MONTREAL

DO YOU KNOW WHY

a lot of steamfitters go from dealer to dealer? They are looking for perfect fittings. When they come across a dealer who handles

"Diamond" Brand Fittings



they give him their permanent trade. Diamond Brand are perfect in material, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

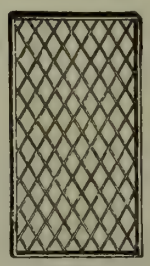
Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

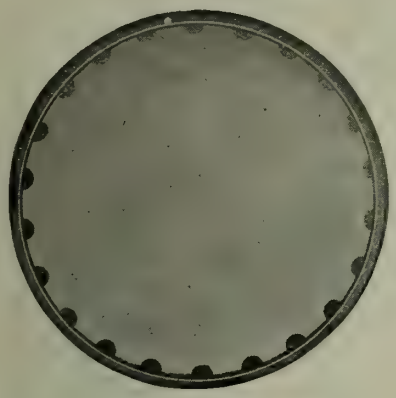
Illustrated Price List on application.

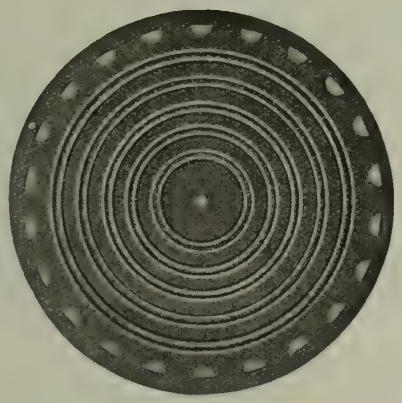
THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

KEMP'S Asbestos Stove Mats

"VICTOR"

FIREPROOF NEAT STRONG





The Asbestos being frail, this mat is reinforced with a steel back of a superior quality of blue finished steel, and being constructed in the strongest possible manner, it is easily the most durable mat on the market.

	"Victor"
No.	1
Inches, diameter	9
Per doz.	.85

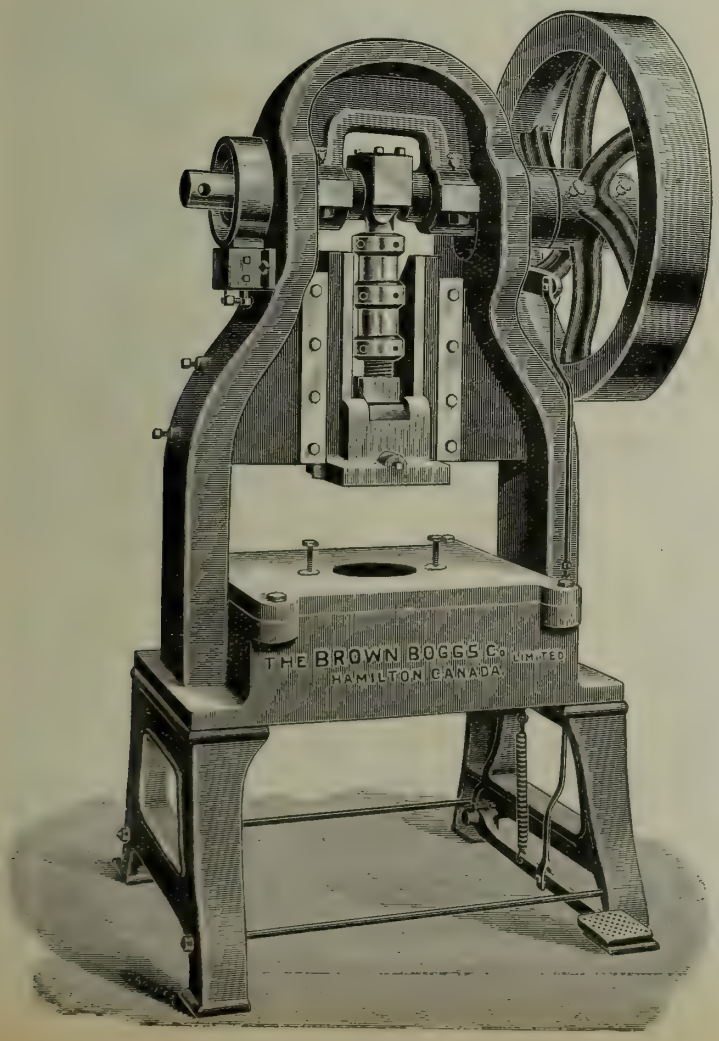
WRITE FOR DISCOUNT SHEET

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.



WE WOULD LIKE

you to know more about the superior advantages of the **B. B. CO.** presses. **Investigate.**

We make a full line of both

FOOT and POWER

They sell on their **merits.** If you are interested write for catalogue.

THE

BROWN, BOGGS CO., Ltd.

Hamilton, Ont.

Manufacturers of TINSMITHS' TOOLS, PRESSES and DIES, CANNING MACHINERY.

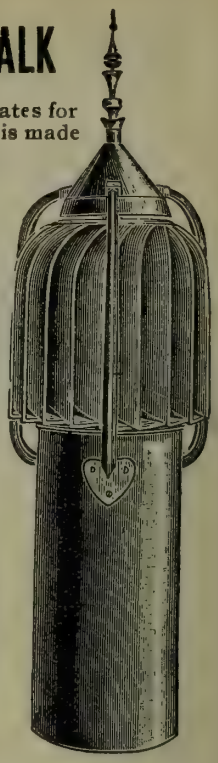
McDougall Pumps

are Standard Pumps for all purposes. The large variety we make ensures your customers ability to make choice, and the quality ensures satisfaction. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

Galt, Canada LIMITED

A COMMON SENSE TALK



AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

Ottawa University.
Ottawa, May 30th, 1901.
Messrs. J. W. Harris Co., Limited, Montreal.
Dear Sirs;—Your "Aeolian" Ventilators placed on our University three years since have given us entire satisfaction, BROTHER NORMAND

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

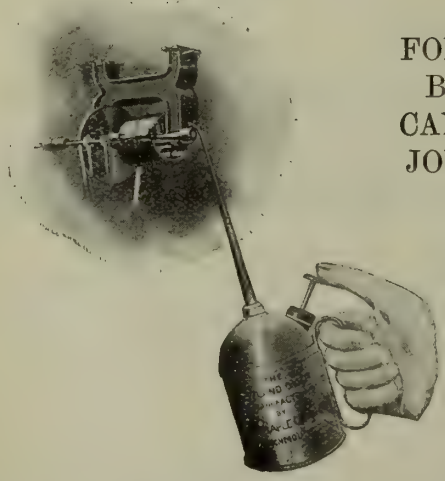
Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

It Will Stand the Strain!

The "DILLON"

Hinge-Stay Field Fence

will stand a greater strain than any other wire fence on the market. The hinged stays give way to a strain—just enough to accommodate it—then spring back to position, unbent and unbroken, the moment strain is removed.

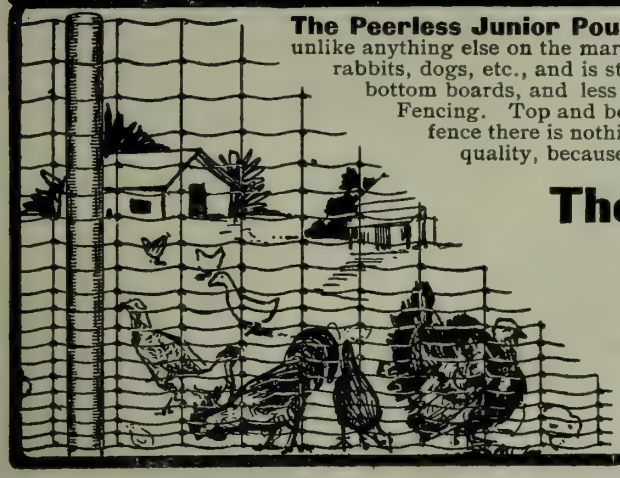
CATALOGUE?

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

PEERLESS JUNIOR POULTRY FENCE



The Peerless Junior Poultry and Garden Fence is in a class by itself, being unlike anything else on the market. It is woven close enough to turn small chickens, rabbits, dogs, etc., and is strong enough to turn large animals. It requires no top or bottom boards, and less than half the posts required by the ordinary Poultry Fencing. Top and bottom wires are No. 9 hard steel. As a general-purpose fence there is nothing obtainable that will fill the bill so well, and its lasting quality, because of its extra strength, makes it

The Most Durable Poultry Fence You Can Buy

Peerless Junior Fence has double the strength that would ever be required of it. It has a breaking strain of at least 8000 lbs. Don't you think it is just the fence you want? For prices and further particulars, drop us a card.

THE BANWELL-HOXIE WIRE FENCE CO., (Ltd.)

Dept. J , Hamilton, Ont. Winnipeg, Manitoba

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

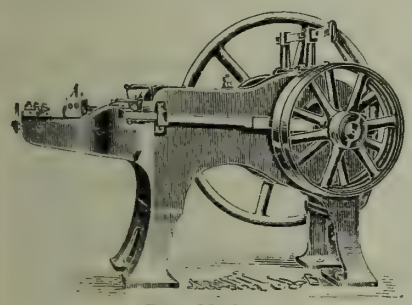
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO



Rivet Machine

ED. BRAND ENGINEER,

'THE' Wire Working Machinery Specialist

36, Shakespeare Street, MANCHESTER, England.

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving.

Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c.

Plants working in all parts of the world.

Experience extending over many years in the Wire Trade.

CORRESPONDENCE SOLICITED

Mention Hardware and Metal when writing.

Old Apple Tree Swing

The strongest, handsomest and safest swing made. It is a delight to every child, an enjoyment to grown-up people. Furnished complete in boxes, with screw eyes and rings. Almost as easy to put up as a hammock

2 Sizes—5 Lengths

ABSOLUTE SAFETY

Chains used are of enormous strength and positively RUST PROOF.

READY TO USE
HARDWOOD SEATS
RUBBER HANDLE GRIPS

EASILY ADJUSTED

Order now of your Jobber.

Made by

Oneida Community
Limited
NIAGARA FALLS, - ONT.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

ACTUAL SERVICE

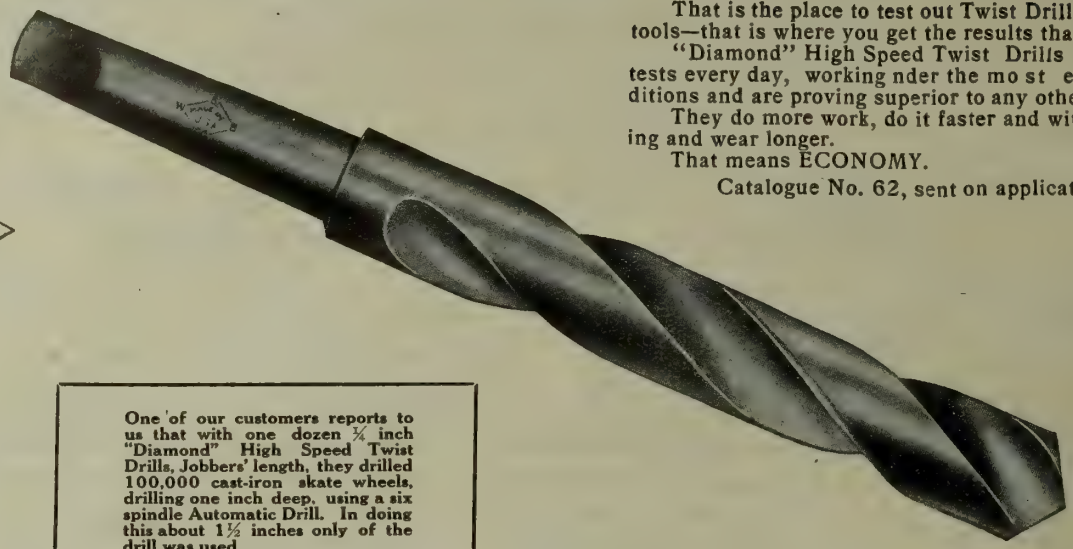
That is the place to test out Twist Drills or any other tools—that is where you get the results that count.

"Diamond" High Speed Twist Drills are in such tests every day, working nder the mo st exacting conditions and are proving superior to any others.

They do more work, do it faster and with less grinding and wear longer.

That means ECONOMY.

Catalogue No. 62, sent on application.



W&B

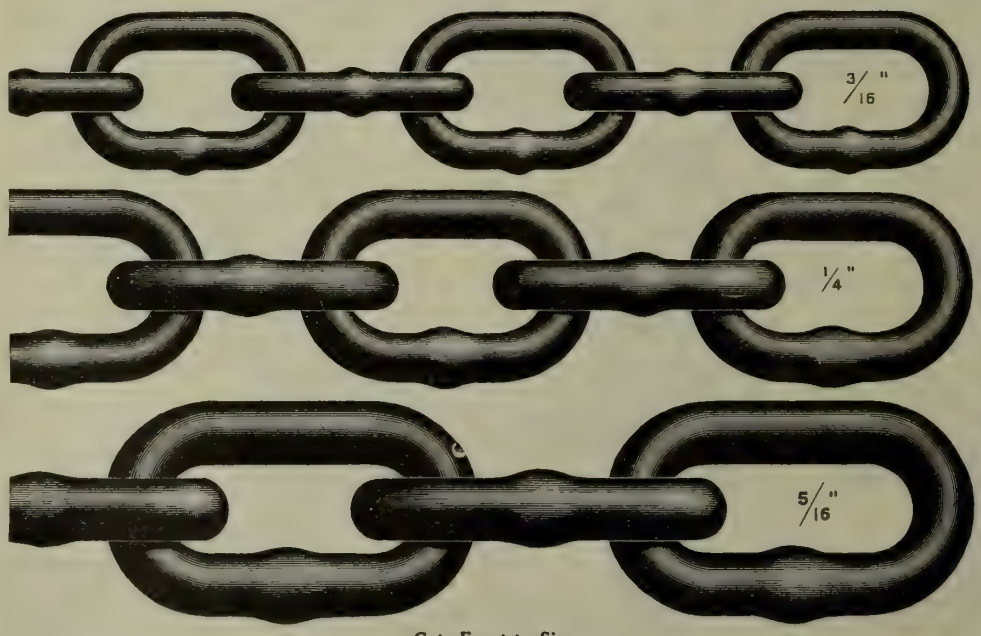
One of our customers reports to us that with one dozen ¾ inch "Diamond" High Speed Twist Drills, Jobbers' length, they drilled 100,000 cast-iron skate wheels, drilling one inch deep, using a six spindle Automatic Drill. In doing this about 1½ inches only of the drill was used.

THE WHITMAN & BARNES MFG. CO.

CANADIAN FACTORY AND SALES OFFICE

ST. CATHARINES, - - - - - ONTARIO

McKINNON Electric Welded Coil Chain



Cuts Exact to Size

Design Patented

Notice the

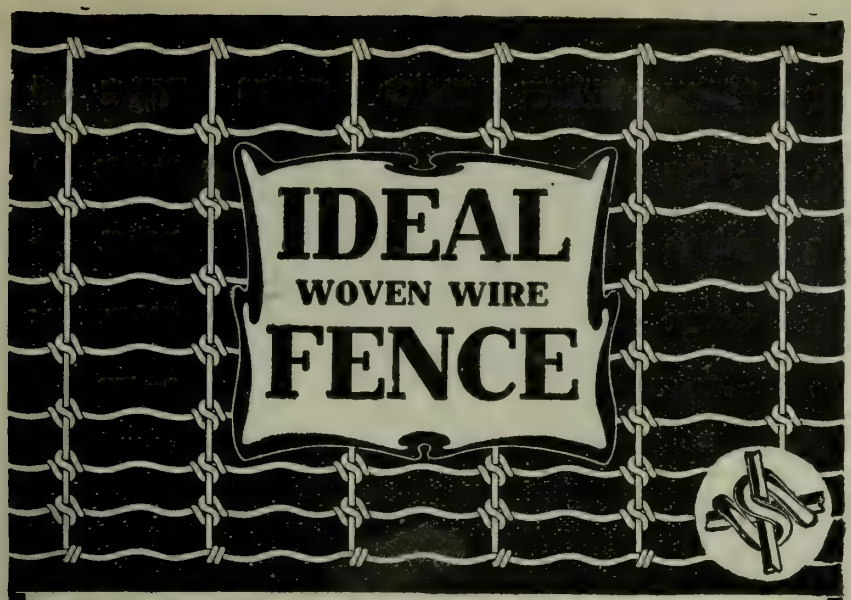
SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

McKINNON CHAIN WORKS

ST. CATHARINES ONT.

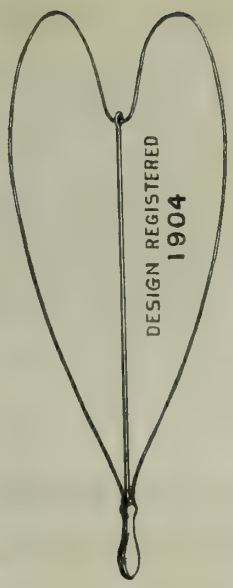


Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
The Ideal Fence Co., Ltd., Dept. O, Winnipeg, Man.



THE
ANTON
CARPET BEATER

Has double the beating surface of any carpet beater on the market.

LIGHT, yet STRONG and DURABLE; STIFF, yet PLIABLE and EASY TO HANDLE

Centre rod made of heavy spring steel wire. Outside wires go through the handle and are clinched at bottom end, making it impossible for handle to come off; handle filled with lead thereby making it a perfectly balanced article.

For Sale by

E. T. WRIGHT & CO.
HAMILTON, ONT.

The active agricultural season means more demand on the blacksmith for implement repairs. And this means more demand on YOU by the blacksmith for BAR IRON and other things. Why not try LONDON BAR IRON this time? It is of the highest quality, absolutely free from flaws—every inch of every bar being chemically perfect and properly rolled.

ASK US FOR QUOTATIONS!

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

A Grip on Your Good-Will

If you will read through one copy of Plumber and Steamfitter of Canada, you will decide that you could not afford to be without it, if the subscription price were $5.00 per year instead of 50c. per year, which is the rate to Hardware and Metal subscribers.

The fact that we hold practically all of our subscribers, shows the strong hold we have on their good will.

Our editors and correspondents are on the look out for every job that is worth describing and illustrating. We show our readers the best work that is being done by Plumbers and Steamfitters in the various provinces of the Dominion; tell them of the difficulties that have been encountered, and explain how they have been overcome.

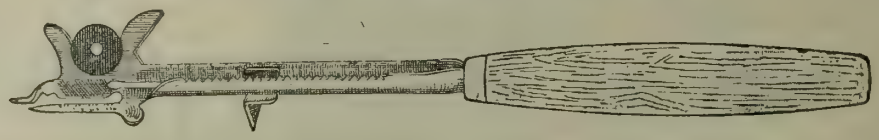
Subscription price 50c. per year to subscribers of Hardware and Metal.

Is not this paper worth one cent per week to you?

Plumber and Steamfitter of Canada

MONTREAL TORONTO WINNIPEG

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

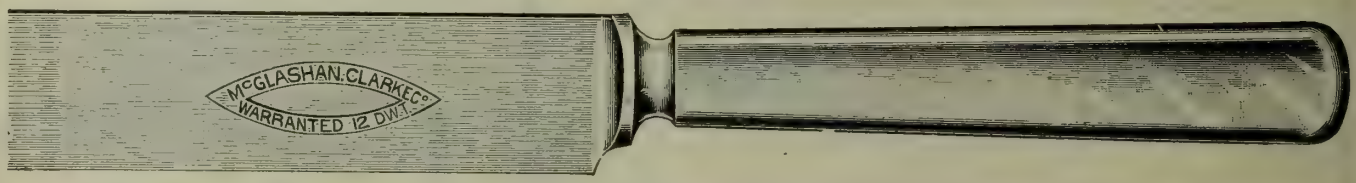
OWNED AND MANUFACTURED BY

THE CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.

Plated-ware, Cutlery, Nickel-Silverware

Our goods are of sound base metal, thoroughly plated and finished, equalling sterling in refined appearance and possessing exceptional wearing qualities. Catalogue on request.



THE McGLASHAN, CLARKE COMPANY, Limited - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

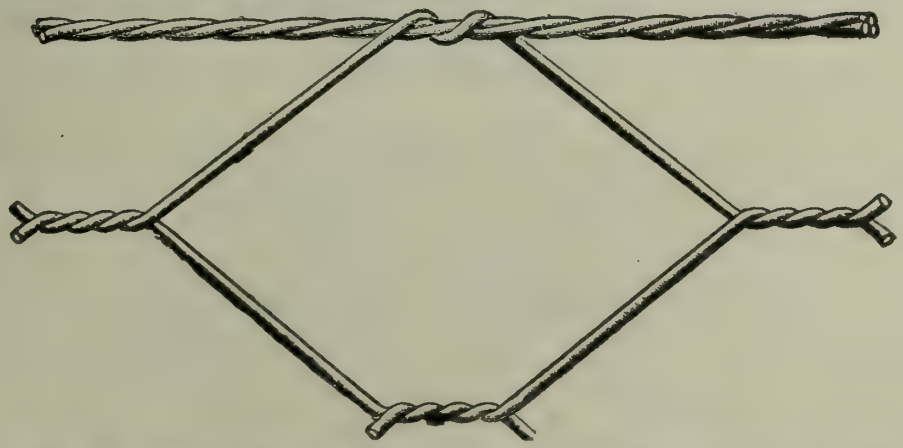
Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

GALVANIZED NETTING



Two-inch mesh No. 16 wire, selvage top and bottom. All widths in stock, from 12-inch to 96-inch. This is suitable for Lawn Fencing, Baseball, Tennis and Football stops or anywhere a cheap, light fencing stronger than Standard Poultry Netting is required.

All widths of Standard Poultry Netting in stock.

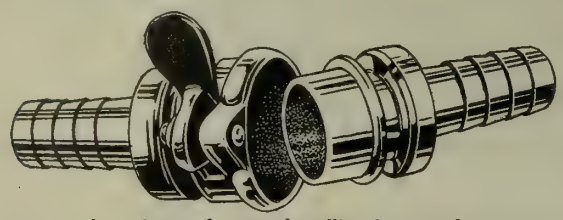
PROMPT SHIPMENTS

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. ***MONTREAL, QUE.***

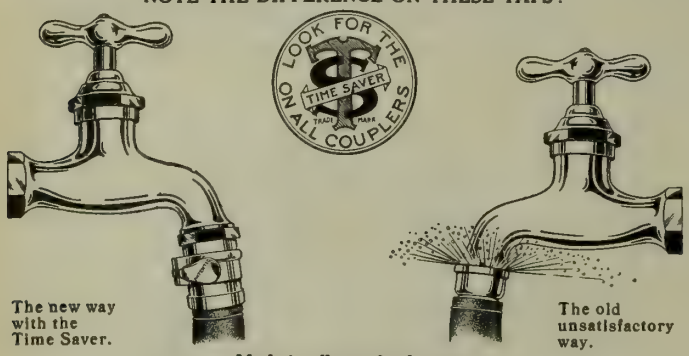
Send For Price List of

The TIME-SAVER HOSE-COUPLER



You can make a heap of money by selling this up-to-date, permanent improvement to Cheese Factories, Firemen, Brewers, Hotelmen, Liverymen, Private Citizens—and everyone else who uses a hose.

NOTE THE DIFFERENCE ON THESE TAPS!



The new way with the Time Saver.

The old unsatisfactory way.

Made in all standard sizes.

ORDER FROM YOUR JOBBER OR DIRECT

The Time-Saving Coupler Company, Limited
166 Bay Street, Toronto

A Word to the Wise!

Empire, Imperial and Peerless

AXE HANDLES

are made to please your customers

Every handle made of clean, strong, flawless wood, nicely finished. They will stand any amount of hard usage. Moreover our prices admit of a good healthy profit for you.

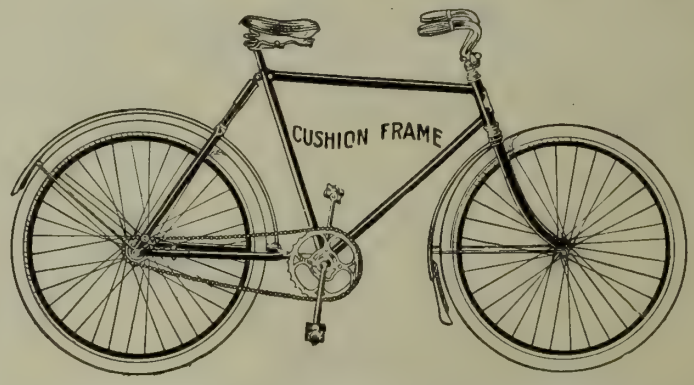
Better Get our List!

J. H. Still Manufacturing Co.
Limited

ST. THOMAS, ONTARIO

¶ A SPRING TONIC

— wakes up your dead sluggish system after a winter of general indifference. The same is true of a new sale-compelling line of goods in your business.



¶ The bicycle is a spring tonic for the hardware trade—it will arouse a new interest—it will revive and give new life to your store display—it will bring enquiries—it will bring customers. Here are the wheels to spell profit: Massey "Silver Ribbon," Cleveland, Perfect, Brantford, Blue Flyer, Imperial and Rambler—built in Cushion and Rigid Frame Models by the

Canada Cycle and Motor Company, Limited
Toronto Junction, Canada

OTTAWA HAMILTON TORONTO WINNIPEG VANCOUVER MELBOURNE

The Novelty Mfg. Co.

Specialties In Metal Goods

BATHROOM FITTINGS.—Have you ever investigated our fine "Wilwear" Line of Bathroom Accessories? Nothing better ever offered. Each piece is made of solid brass, very heavy, nickleplated and highly polished. The line embraces every variety of Towel Bars, Shaving Mirrors, Bath Tub Seats, Robe Hooks, Tooth Brush Holders, Sponge Racks, Soap Dishes, Glass Holders and the like—either single or combination fixtures. Write for Catalog, prices and copies of the "Novel."

The Niagara Lawn Spray

Ring 8½ in. Heavy Brass

THE NIAGARA LAWN SPRAY.—Every one wants to see Niagara Falls, and every one who sees the Niagara Spray wants to purchase one. They are money-makers for the trade. Made of two pieces of heavy brass. The upper circle is stamped to give greater strength and to furnish the three angles for the spray. Three rows of very small perforations to prevent washing of sod or flower beds. Turned brass hose connection. No loose parts to get out of order.

Regular finish Dull Nickel; Brass finish if so ordered.

RETAIL PRICE ONE DOLLAR.

DO NOT FAIL TO PUT SOME IN STOCK. ASK FOR PRICES.

The Novelty Mfg. Company

Waterbury, Conn., U.S.A.

Eureka Hangers

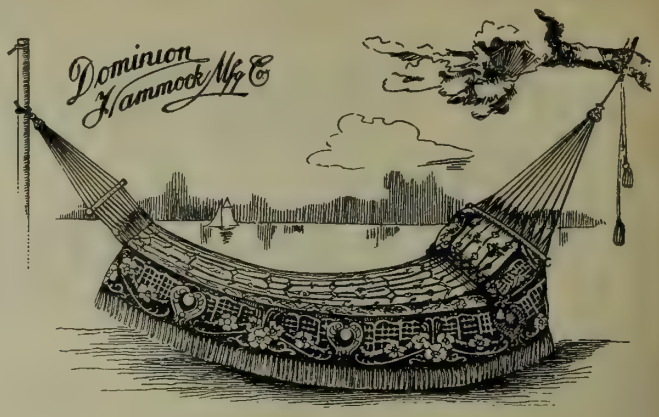
The best on the market. Particular men say so—so we merely repeat their statements. It does hold the collar correctly, and a well made coat cannot wrinkle on this hanger. The only hanger which holds the concave shoulder properly in place.

The Eureka Trousers Hanger is the simplest and best. No rough edges to mar the finest fabric. The adjustable hook can be turned down to occupy the least possible space.

Ornamental, Economical and Useful. Hence the best possible sellers. Let's mail you interesting facts.

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

TO USERS OF ANTI-FRICTION METALS !

Do you not want the very best and most reliable Anti-Friction Metals ?

WE can supply you !

We hold in stock for immediate delivery large stocks of the best BRITISH MADE Anti-Friction Metals known, well approved and used the world over.

ATLAS METAL, - - -	"W. E. Watson's Brand"
ATLAS METAL, - - - -	"T. T." Quality, (Tin Toughened.)
BABBITT METAL, - - -	"W. E. Watson's Brand"

YOU cannot do better, either in price or quality, if you deal with us.

We recommend DEALERS to write us.

If **THEY** will do their best to sell our Metals, we will give them most favorable terms for re-sale.

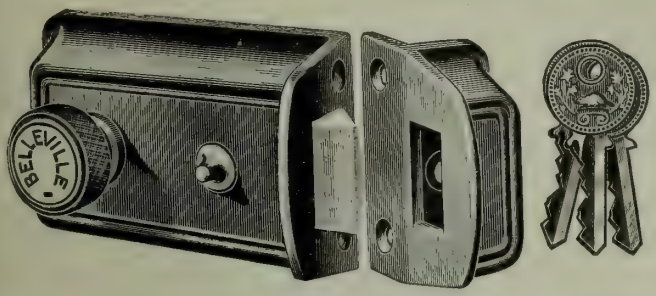
All orders and enquiries will receive prompt and courteous attention from

THE CANADIAN FAIRBANKS CO., LIMITED

Montreal Toronto St. John Winnipeg Calgary Vancouver

We have a large assortment of Mortise and Rim Locks, Door Knobs and Bells, Sash Locks, Hat and Coat Hooks, Front Door, Inside and Bath Room Sets, in Bronze, Brass and Steel, in a large variety of finishes.

A Trial Order Will Convince You.



Make sure that "Belleville" is stamped on all the Builders' Hardware that comes from your jobber, because "Belleville" gets you more builders' business than the next best.

All the leading jobbers can supply you with "Belleville" Hardware

The Belleville Hardware Co., Limited
BELLEVILLE, - ONTARIO

Established 1840

Willow Baskets

All Kinds
All Sizes
Special Prices

WRITE FOR ILLUSTRATED LIST

H. W. Nelson & Co. Limited
Toronto

LACKAWANNA FURNACE

LACKAWANNA
A Very Powerful and Economical Furnace

BUILT LIKE AN ENGINE AND WORKS AS PERFECTLY AS ONE

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO. Limited
OTTAWA - ONT.

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

Prepare For A Big "Sunshine" Year

We are going to tell you in this space just why you should prepare now for "Sunshine" Furnace sales.

We will show you just what is being done in newspaper advertising to bring business to your store.

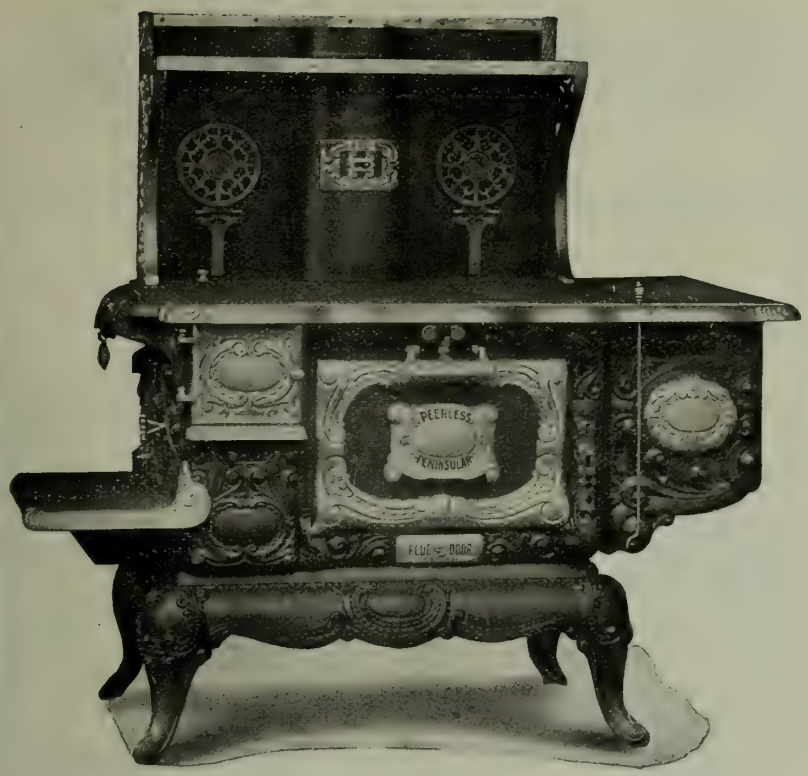
We will show you why "Sunshine" agents have a furnace that can be recommended no matter what the test.

If you are not a "Sunshine" agent read these announcements with especial care.

McCLARY'S

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER
ST. JOHN N.B., HAMILTON, CALGARY

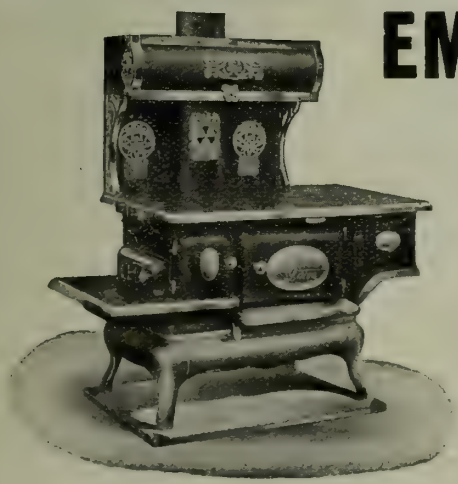
Largest Makers of Furnaces in the British Empire.



The Large, Square Fire Door

of the **Peerless Peninsular** is a great advantage when selling to a man who wants to burn wood. It opens up on a large wood fire box that will burn comparatively rough wood and has plenty of capacity to heat the oven. The change from coal to wood can be made almost instantly. To remove the end linings and reverse the grate bars is all that is necessary, but where desired we can supply a special wood fire bottom. The Peerless is just as well adapted for country as for town trade.

CLARE BROS. & CO., LIMITED - PRESTON AND WINNIPEG



EMPIRE STOVES and RANGES

ARE THE LEADERS FOR PROFIT

THE EMPIRE QUEEN RANGE

is by long odds the best iron range on the market. Perfect in construction. Special baking draft forcing heat twice around oven. Latest Duplex Grates, separate grates for wood, simple and easily interchangeable. Castings are smooth, well-proportioned and flawless. Deep ashpit so constructed that no ashes can fall outside the ashpan. Handsome nickel trimmings easily cleaned. Heats water quicker than any other range on the market. Made in eight distinct sizes, handsome in design, strong and durable, suited to the various popular requirements.

GET OUR LIST WITHOUT DELAY

Canadian Heating and Ventilating Co., Ltd.

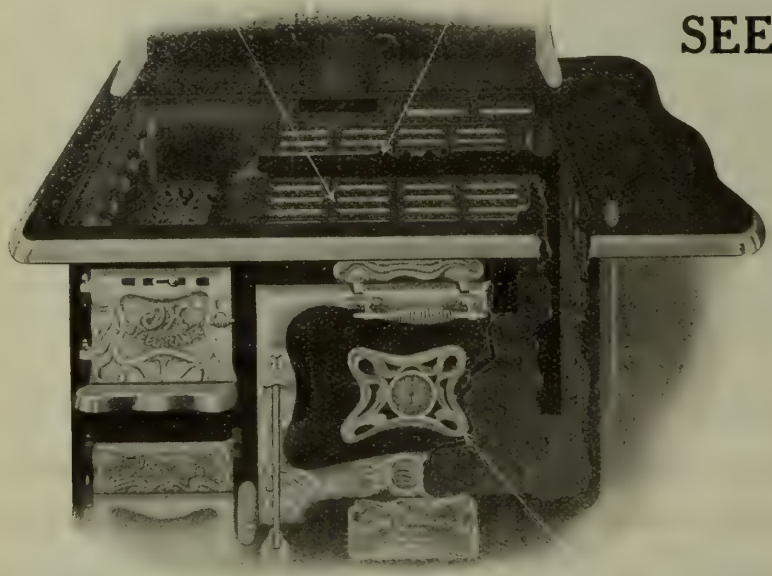
Owen Sound, Ontario

Gurney's Oxford O.K.

The New Planished Steel Range

4 Holes—16-inch Oven.
4 or 6 Holes—18 or 20 inch Oven.

Is Radically New.
Examine these Features.
Then BE FIRST in your Town.



SEE

1.—The double walled air spaced oven door.

2.—The expanded metal asbestos protection on top and down flue.

3.—The division wall that carries half the heat around the front of the oven.

4.—The cup water-front with a capacity for 60-gallon tanks—or you can have the ordinary kind.

See the Duplex Damper—air taken evenly under back and front of the fire at same time.

Ask us to send you a picture that will show:
The big warming closet **with drop door**—
The change from coal to wood—
A new reversible coal grate—
That strong oven door that, when open will support any weight—
EXTRA big reservoir—
Cam actuated, noiseless broiling top—
Biggest top on any range—
Pressed steel top rim—No shipping breaks.

There is no other such seller built. BE FIRST in your town. LET'S HAVE YOUR SAMPLE order—others will follow.

THE GURNEY FOUNDRY CO., Limited,

Toronto, Montreal, Winnipeg, Hamilton, Calgary, Edmonton, Vancouver

PLUMBERS' SUPPLIES

The

"SMOKE TEST"

is recognized by the trade as the only proper one for testing plumbing.

The "THOMSON"

The "THOMSON" Patent SMOKE MACHINE

is one constructed upon simple scientific principles, producing best results. Strong, readily handled, light.

Send for Booklet.

A large number now in use throughout the Dominion.

"Quality" Closet Combination

The "ELGIN"

Low tank outfit, with our improved high-up ball cock, meets with universal approval by the trade—THEY LAST.

Moderate in Price

Highest in Efficiency

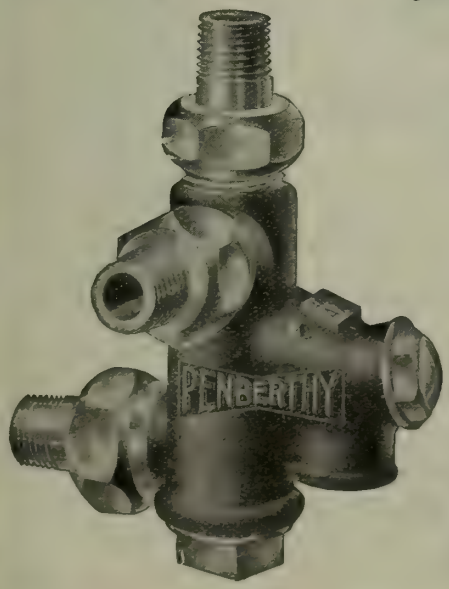
THE JAS. MORRISON BRASS MFG. CO., LIMITED

TORONTO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

TRADE **PENBERTHY** MARK.

"THEY ALWAYS WORK"



Do You Supply the Cheese Factories With Penberthy Injectors, Ejectors, Lubricators, etc.?

Why Not?

Fitting-out Will Soon Commence.

Send us the names of the factory owners.

We will help you get the business.

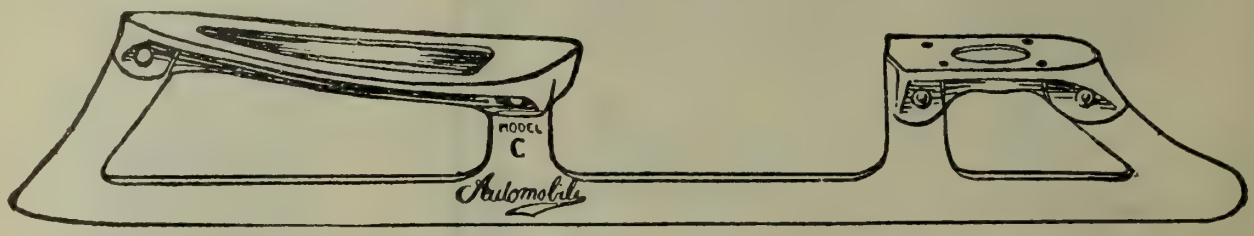
WORK LOW 20 to 22 lbs. on 3 foot lift.
WORK HIGH 165 to 170 lbs. on 3 foot lift.
LIFT WATER 20 to 24 feet on 60 to 80 lbs.

LIFTS 22 to 25 feet. ELEVATES 50 to 75 feet.
HANDLES whey, milk, water and other liquids.
Specially recommended for chees factories, creameries, etc.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

"GET A SKATE ON"

Get it on your want list, on your counter, on your show case—display it in your window. A good Skate is good for business here's the magnet to attract the customer:—



AUTOMOBILE SKATES **CYCLE SKATES**

Quality outlives mediocrity—these are quality products.

CANADA CYCLE AND MOTOR CO., Ltd.

TORONTO JUNCTION, CANADA

Toronto, Winnipeg, Vancouver, Melbourne

Write for Descriptive Literature.

Steel Fishing Rods

Is Your Stock Complete ?

As you no doubt know, we are advertising to the public, and sending trade to you all the time. Is your stock sufficient to supply the demand? Have you a line of Fly Casting Rods, Bait Casting Rods, Trolling Rods, Salt Water Rods, Muscallonge Rods, Tarpen Rods, or Trunk Rods? If your customers do not know that you carry the "BRISTOL" line, advertise the fact. We will send you *free* translucent window signs, cuts for newspaper advertising, store cards, catalogues and booklets, etc., if you request them and will use them. We are creating the demand—now you get your share of it.

The Horton Mfg Co., Bristol, Conn., U.S.A.

R. N. SCOTT, Canadian Representative, 200 McGill Street, Montreal, Que.

SPRINGS

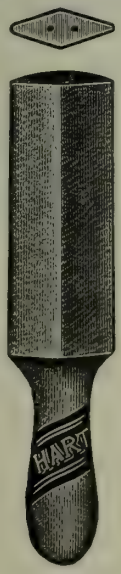
Our spring department have exceptional facilities to manufacture all kinds of springs, regardless of shape, size or requirements.

SPRING WIRE

We make all kinds of spring wire, for every purpose, tempered, untempered, music steel spring and premier spring wire, either galvanized, tinned, coppered, bright or black finish.

ENQUIRIES SOLICITED

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.



Why Do You Lose Money

by paying customs duty? Whenever you buy imported goods—whether direct or from jobbers—your profit is diminished 25 to 50 per cent. by duty.

Isn't It Wiser

to find out first if you can get the same quality of goods in Canada? It often happens that the home price is closer, too!

For Instance You Might

send for our list and trade discounts on Emery and Corundum, Scythe Stones, Razor Hones, Oil Stones, Knife Sharpeners, Axe Stones, Grinding Wheels, etc. Our goods are equal in every respect to imported goods. Our prices are the closest obtainable.

Have You Got Our Catalogue? Send For It To-day.

CANADIAN HART WHEELS, Limited

HAMILTON, CANADA

OUR CAPACITY DOUBLED!

Our new building, 500 feet deep, has doubled our capacity.
Additional machinery—the finest mechanical construction has not only increased but improved our output.

Sportsmen and Riflemen throughout Canada have declared for Dominion Ammunition.

Results are more satisfactory—there is a greater effectiveness, and a more absolute certainty in using

DOMINION AMMUNITION

THAN in using any other.

It is cheaper too—price for price imported Cartridges do not compare with Crown, Imperial or Sovereign shells—and in metallics the difference is even more in our favor. The saving of a large duty is a very important factor, and it is not only the customer who gets the benefit

Why not standardize your stock and sell only "Dominion Ammunition?

We can sell you a load to fit every modern fire-arm, rifle, pisto or shot gun. Our goods give best possible satisfaction. Why then lock up hundreds of dollars in sundry lines of doubtful saleability?

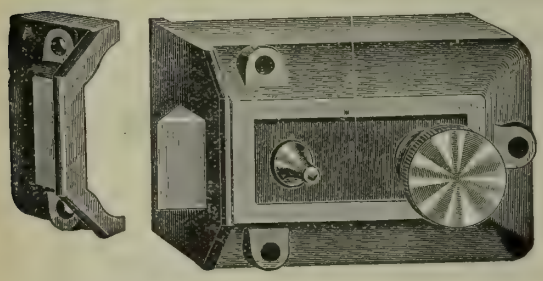
Our sales-manager will gladly expla'n—write us

Dominion Cartridge Company, Ltd.
MONTREAL

TRADE MARK

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Here is A Chance For You

to considerably increase your profits by selling STRUCTURAL STEEL to local builders, contractors and architects. Get in close touch with them; find out what structural steel is wanted and we will supply you with all the information you need to enable you to SELL THE GOODS. We guarantee to quote you close prices. —a price that will leave you a really "worth while" profit. Get busy NOW before the active season commences.

Hamilton Bridge Works Co., Limited, Hamilton
CANADA

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

TRADE ABUSES AT HOME.

At a recent Retail Hardware Association gathering in one of the Northwestern States, P. G. Roglie read an interesting address from which the following, which will describe conditions in some parts of Canada, is an extract: "I put up a building and put in a stock of goods large enough to supply the wants of the territory. I commence to do very well. I built a little dwelling house for myself and family. It seems as if I am about to prosper, and to be able to lay up a little for a rainy day or for old age. I mean to live there; I mean to help the building up of the community; I mean to be a friend and to have friends; I mean to be a devoted citizen. But whoop! The people have noticed that I have been doing well. They believe that I am making money.

"Mr. S. locates in the town, but he and myself come to an agreement on prices and through great economy on all sides managed to make a living; but just then comes along Mr. Dandy. He sees our comparatively small stocks of goods and his sympathy goes out to the community who have through their introduction of Mr. S. made it impossible to carry a large stock of goods at profit. Well, well! says Mr. D., if those people can do business with their small stocks I can do twice as much, as I can put in twice as large a stock, and with little delay we have Mr. Dandy in the hardware business and the business that was about right for one firm is now divided up into three parts. Hold on! Here comes Mr. Crackerjack. He is going to start right into the hardware business here and his reasons for doing so is that there must be a lot of money in the hardware business in our town or else there would not be so many in it.

"However, to help out matters, the hardwareman in our neighboring town sells nails and wire at cost, so as to draw our trade over there. Our neighbor, Mr. Drygoodsman, has put in a counter on which he keeps all kinds of tinware, which he sells at cost in order to draw the people into his store. Over across the street is the lumberman; he can just fix the other lumberman, as he handles nails and builders' hardware, and can sell the hardware at cost when he sells the lumber at the same time. The grocery man over on the other street handles galvanized pails, tubs and well buckets, tin pans, pudding pans, dippers and all such things so as to save his customers the trouble of going way down to the hardware stores for only such small matters. One of the preachers is a good fellow. He has Sears, Robuck and Montgomery Ward's family Bibles at constant reach, and can tell anyone the net wholesale price of anything at a glance. He also makes a special effort to furnish the people with heating and cook stoves, and can get even with the hardwaremen because they did not feel able to contribute the limit asked for on the last subscription."

ONTARIO EXECUTIVE'S BABY MEMBER.

D. Cinnamon, who spoke of himself as the "baby member" of the association at the banquet tendered the Ontario association by H. S. Howland, Sons & Co., on Feb. 12, and who was honored the next day by election to the executive committee, will be recognized by

D. CINNAMON, LINDSAY,

Member Executive Committee of the Ontario Retail Hardware and Stove Dealers' Association.

many in the accompanying illustration. Those who have not the pleasure of his acquaintance, however, will recognize a full grown man of mature age and keen vision and are certain to feel that in spite of his "infancy" in association work he will be a valuable addition to the executive officials handling the various trade problems for the hardwaremen of Ontario. Mr. Cinnamon brings with him a wide experience as in addition to a score of years' experience as a merchant in various Eastern Ontario towns he is a member of the provincial board of the Woodmen of the World.

Mr. Cinnamon's first hardware experience was in Oshawa, in which town he was born in the year of 1862. Joining the staff of S. J. Martin in 1884 he served three years looking after the stock and doing the buying for the business. In 1889 he purchased the business from Mr. Martin and for two years conducted a purely hardware, tinware and paint business. Stoves were then added and by purchasing oil and other lines in car lots a jobbing business was done with the trade in the surrounding country.

After ten years experience as a merchant, Mr. Cinnamon, in company with T. H. Everson, formerly of Everson & Hawkins Oshawa, in April 1899 purchased the business of the late Wesley Bingham at Lindsay. In June of the same year, Messrs. Cinnamon and Everson also purchased the business of Warde & Hall, Peterboro, the Lindsay and Peterboro stores being conducted under the name of Cinnamon & Everson, while Mr. Cinnamon still conducted the Oshawa store under his own name. Finding the various interests conflicting, however, the Peterboro stock was soon closed out and shortly after the Oshawa business was sold, the next move being the purchase of Mr. Everson's interest in the Lindsay store by Mr. Cinnamon. Since 1900 he has conducted the Lindsay business himself.

Mr. Cinnamon is not a believer in changing his accounts or dividing his business too much, as the fewer accounts he has the easier he can look after them, and the larger his business is with the jobbers and manufacturers the greater advantages he can expect. Another of his business principles is to buy in reasonable quantities and take advantage of every cash discount available, never in his career having allowed his credit to be impaired. That every business man should take a two or three weeks' vacation each summer is his firm belief and he puts the idea into practice himself by taking his family to his summer cottage in the Kawartha Lakes district and spending as much time as possible with them, catching "lunge" or black bass, boating, etc., storing up energy for and securing new life for another year's business activity.

For years, says the Iron and Coal Trades Review, the steel industry has confidently expected to see a fulfilment of the prediction made long ago that "the open hearth process will go to the funeral of the Bessemer." Recent developments indicate rather clearly that the function will be a wedding instead of a funeral, a vastly more happy occurrence. The duplex process is rapidly gaining in favor, and the details are being worked out in different ways by different metallurgists. It is more a matter of appliances and manipulation than processes, as the metallurgical work is laid out very clearly.

"Made In Peterboro" Window

The Importance of Peterboro as a Hardware Manufacturing Centre Emphasized by a Window Display Made by the Peterboro Hardware Company—Progressive Young Merchants.

Situated as it is in the centre of one of the best agricultural districts in Eastern Ontario, directly on the route of the Trent Canal, and on the main line of the Canadian Pacific Railway through the Province, Peterboro is enjoying an era of prosperity in the various phases of the hardware business with bright hopes for the continuation of the same in the future.

Of the advantages named, the first is possibly the most important, not only from the standpoint of the hardwareman, but from that of the merchants in many of the other lines of trade. For, after all, it is a self-evident truth that originally all wealth comes from the soil. Peterboro is the hub of four of the most productive and highly populated townships of the county. In recent years the farmers have vied with each other in erecting buildings of a superior quality, so that during that time the hardware business of the retailer has advanced in rapid strides, and, incidentally, the trade of the wholesale establishments supplying him, of which Peterboro has her fair share.

The construction of the Trent Canal and famous Lift Lock has done much to encourage the manufacture of hardware in Peterboro and of promoting the business of both wholesalers and the retail dealers. This immense structure has done much to advertise the city. Since its completion navigation on the Otonabee and on the Kawartha Lakes has wonderfully increased, and during the open season it is not uncommon to see a dozen boats and barges being elevated and lowered at this lock—65 feet in the air. This increase in navigation has a direct advantage for the hardwaremen.

The Electric City's Advantages.

Coupled with these advantages the Electric City—as Peterboro is often named—has the good fortune to be excellently situated, so far as railway accommodation is concerned. The main line of the Canadian Pacific in Ontario passes through, while the Grand Trunk has four branches. Raw material and manufactured goods are, therefore, easily transported to and from the city, and with the completion of the Trent Canal, the manufacturers hope for the amelioration of freight charges.

The transportation problem is always one of the most important with the manufacturer, so that Peterboro is looking forward to the time when the cost will be lessened by the completion of the canal system.

The immense amount of water power available along the Otonabee River serves in a great degree to mitigate the cost of manufacturing of not only those companies engaged in the hardware trade, but of all others utilizing electrical energy derived from water power. With five power plants in a distance of four miles on the Otonabee, one of which is owned by the city, energy is supplied to the various factories, giving employment to more than 6,000 men. There are yet several falls not utilized which some day will provide power for other manufacturers, and it is safe to prophecy that the hardware business will be well represented among these.

Hardware a Leading Industry.

Within the past few years important additional hardware manufacturing industries have been established. One of the most important of these is the

MANSON COMSTOCK,

Managing Director Peterboro Hardware Company.

Peterboro Shovel Co., making a full line of spades, scoops and shovels, branded "Peterborough," "Lundy," "Irwin" and "Hill." The company was established in 1902, and sell through the jobbers only. Another big industry is the Rapid Tool Company, making auger bits, millwright augers and car bits. This company has been in active operation about sixteen months, and in that time has formed a very strong connection with the hardware trade from the Atlantic to the Pacific. The output of the factory has been constantly increased by the installation from time to time of the very latest and most modern machinery, and the company are now doing an export as well as a domestic business.

Other new industries include the Canadian Cordage Company, manufacturing all kinds of rope, lath yarn and binder twine; G. Walter Green, manufacturing mill machinery, portable forges, a special variety of pike pole, etc.; Collier & Cunningham, who are engaged in the manufacture of an electric iron with the adjustment for cutting off the current when not in use; the Prepayment Electric Meter Company, making recording meters; B. F. Ackerman, Son & Co., halters and saddlery; the Peterboro Metal Company, manufacturing gasoline engines and steel stamping presses; and the Diamond Calk Horseshoe Company, making horseshoes.

To supplement these there are the older companies manufacturing hardware, including the Peterboro Lock Company, producing a varied line of high-grade locks and builders' hardware; the Peter Hamilton Company, Limited, well-known for their farming implements, and the Canadian General Electric Company, making all kinds of electric goods.

Peterboro is, too, renowned for its excellent quality of canoes, which are known and used in all parts of the world. The most important factory is owned by the Peterboro Canoe Company, making canoes, paddles, etc., and two other concerns in the same line of business. J. J. Turner & Sons is another old firm with a wide connection, their lines including tents, awnings, flags, bunting and camp supplies generally.

Other important factories include the broom factories of C. S. McQuillan and Robt. Hamilton, Quaker Oats Co., the Peterboro Cereal Co., the Sandstone Brick Works, Taylor & Hall Cement Brick Works, the Auburn Woollen Mills, the Colonial Weaving Co., the McDonald and Peterboro Lumber Co., and the Mann Planing and Shingle Mill, all of which tend to the success of the hardware business in Peterboro.

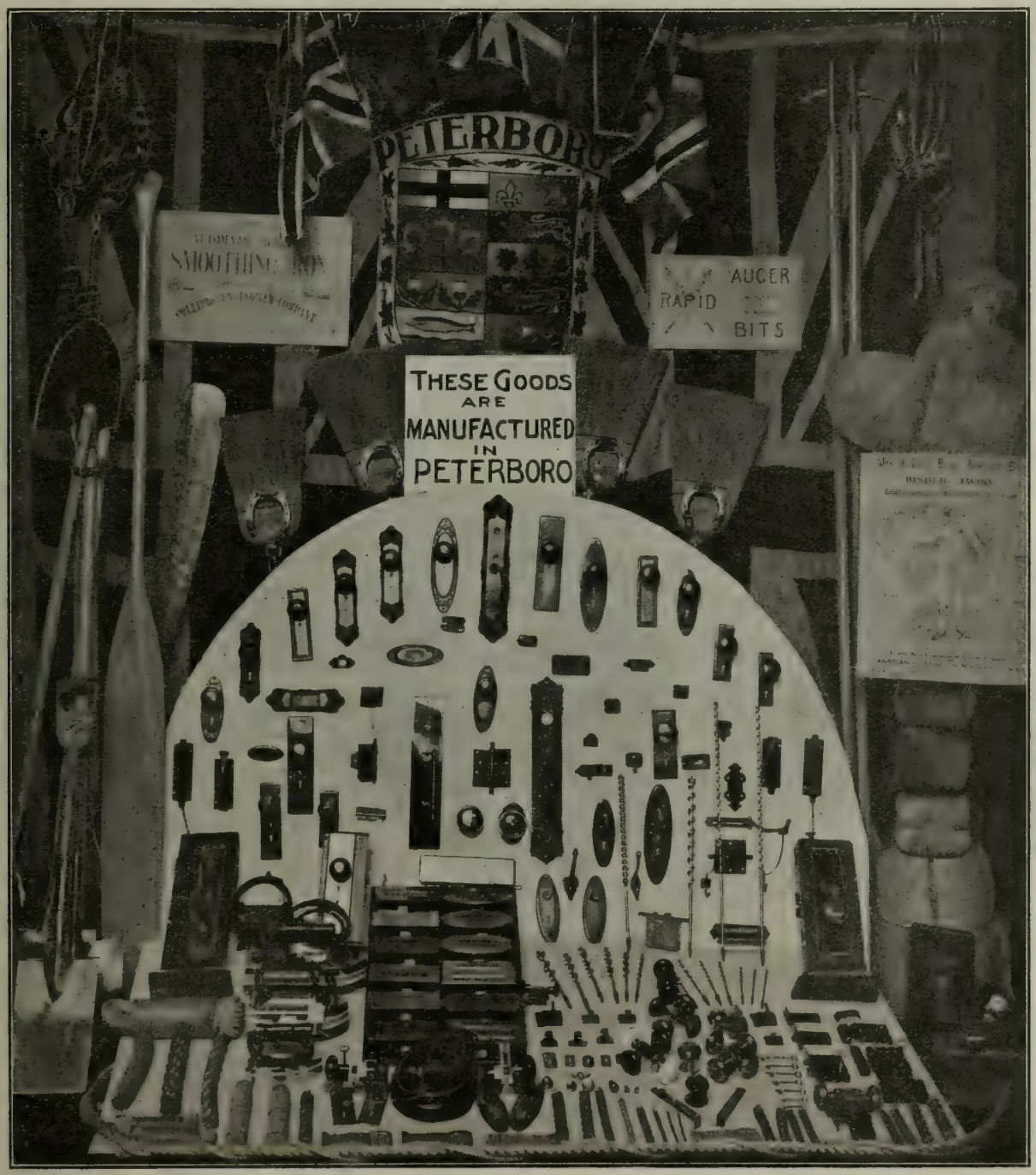
It is estimated that at least 1,200 men find employment in the manufacture of hardware and metal goods.

Successful Retail Store.

Products of the plants manufacturing hardware and metails are sold from the retail hardware stores in the city. The largest of these, and, in fact, one of the largest between Toronto and Montreal, is the Peterboro Hardware Company's store on the main street. It is managed by three young men yet in their twenties who began at the bottom in the business over which they are now head and who were by their assiduous labors and application to work, able and well qualified to assume command when an opportunity was afforded. The managers of this old and well-established business now are Manson Comstock, managing director; Harry P. Morgan, vice-presi-

dent and director, and C. Milson Blewett, secretary-treasurer.

Manson Comstock entered the Peterboro Hardware Store in 1896, twelve years ago, as a junior clerk. He is a young man well and favorably known throughout the city and country, having been born and educated in Peterboro. Harry Morgan began his hardware career in the same store, and, like his associate, Mr. Comstock, has grown up with it and become a part of it. He is a well-known athlete, especially in the hockey and lacrosse world. He has been on several champion teams in both these sports and he finds that this has assisted him in his business on account of the popularity and notoriety he received. He entered as a clerk eight years ago. C. Milson Blewett, as secretary-treasurer, is the youngest of the three. He was born in Peterboro County, receiving his early education in Smith Township. To fit him for the duties he now assumes he took a course in the business college, and eight years ago became junior bookkeeper in the office of the company. By taking an interest in his work and in the welfare of the business he succeeded where others have failed.



The Peterboro Hardware Co.'s "Made in Peterboro" Window Display.

Change in Management.

More than a year ago, therefore, when a change was shaping in the management of the store this trio of young men believing in their ability to accept the responsibilities incidental to the large business, took the reins in their own hands and on February 1, 1907, assumed the management of the Peterboro Hardware Company's store.

In 1892 the company was first formed, beginning business in the same store as is used at the present time. The directors at that date were R. S. Davidson, R. B. McKee, R. H. Fortye, V. Eastwood and Harry Phelan. The first two of these men have passed away and the others are now engaged in other businesses. About two years later a change was consummated when Messrs. Fortye and Phelan dropped out.

In 1905, Messrs. Comstock and Morgan purchased their first stock and be-

came a part of the business. Then on February 1, of last year, when a change in management was taking place, they, together with Mr. Blewett, added to their stock, and took charge of the store and since that time have enjoyed the same success in business with which their predecessors were favored.

Some Store Mottos.

There is more than good fortune to be attributed to the enviable position these young man have attained in the hardware world, and to the advances they are now making. "Be on hand!" is their motto, and they educate their clerks to pay especial attention to the customer entering the store and to the accommodation of all with whom they come in contact in the business. In this manner their patrons are waited upon the moment they step up to the counter —which always means a saving in time to purchasers, which is appreciated by them, and it is a mark of attention too often neglected in other places of business.

They consider it essential to have in stock what a man wants. This has gained for them many regular customers who were unable to secure the goods in other stores. They look carefully to the replenishment of their stock, neglect nothing and satisfy the customer because they have "what he wants when he wants it." Hardware stores, as well as others, are too often negligent in this respect, contenting themselves with the prominent articles needed by patrons and forgetful of those seldom used, but wanted badly when they are required.

Another feature of their memorandum book is the motto, "Get Good Goods," and they live up to it as far as possible. They are, therefore, always able to tell a purchaser the character of hardware he is securing, and do not strain their consciences by recommending it. They aim also at reasonable marked prices obtaining the happy combination of "Good Goods and Fair Prices." The young managers are zealous in the carrying out of these rules, and believe the success attained has amply warranted the steps.

"Made in Peterboro" Window.

Special advertising is another of the many details of the business to which they give closest attention. New goods on the market require advertising, and this is done promptly and carefully, and in a manner that, in their consideration brings the best results. The columns of the newspapers are freely used, their ads being displayed, attractively and conspicuously.

Window dressing is by no means forgotten. In reality it is a feature to which the company ascribes a large portion of their business. Their windows are looked after with great care and only recently they dressed one with articles "Made in Peterboro," which is shown on another page. They aim, too, in their window dressing for frequent changes, novelties and extensive variations. Their windows are held up as one of the best methods of advertising they have.

The Store Staff.

There are now 14 employes in the store, which number is, of course, a considerable increase since the present management entered on their hardware career.

HARRY MORGAN,

Vice-President Peterboro Hardware Co.

C. MILSON BLEWETT,

Secretary-Treasurer Peterboro Hardware Company.

During the twelve years in which the Peterboro Hardware Company has done business there have been several employes who received promotion by entering into business for themselves in other quarters of the globe. Harry Phelan holds a responsible position in Pittsburg, Pa.; John Brown, a famous lacrosse enthusiast, is in the lumbering business in British Columbia; T. H. Burnham is with a well-known hardware company in Fort Francis; E. Isaac is now a traveler for a prominent Winnipeg hardware firm, while Theodore McWilliams is with White, Limited, of Collingwood.

It may safely be said that this hardware store and the hardwaremen who have graduated from it have been a credit to the trade in the Province of Ontario, and that the present young and energetic managers who have always endeavored to become a part of the business they worked for, will continue to do all in their power for the betterment of the trade.

B. T. HUSTON.

RICH IRON DISCOVERY IN CUBA.

New York, Wednesday.—Charles M. Schwab announced yesterday after the annual meeting of the stockholders of the Bethlehem Steel Company that a novel and important iron ore deposit in Cuba had been acquired by the Bethlehem Company.

Mr. Schwab considers this the most important discovery in iron ore deposits made within twenty years. The ore beds, which he inspected and acquired during his recent visit to Cuba, are located near Santiago, and engineers have measured up 75,000,000 tons. The peculiarity of the newly discovered ore lies in the fact that it contains two per cent. nickel and one per cent. chromium.

"It costs $50 a ton to put two per cent. nickel in ordinary pig iron," said Mr. Schwab, in discussing the discovery. "In the ore lands belonging to the Bethlehem Steel Company in Cuba we found that the Moa ore, as it is known, contains the greatly desired amount of nickel. The result is that the company has an iron ore peculiarly adapted for the manufacture of high grade steel in forgings and gun casings. Naturally, we will develop the ore holdings."

To his directors, after the stockholders' meeting, Mr. Schwab disclosed models of structural steel forms which, it is expected, will revolutionize the market in the manufacture of I and T beams, channels, angles and other structural forms. Heretofore, Mr. Schwab says the largest beam rolled in this country was 24 inches deep and 100 pounds to the foot, with a section modulus of 198. Whenever a greater modulus was required a riveted girder was necessary. Under the plan placed in operation at the Bathlehem mills by Mr. Schwab I and T beams and other girder beams 30 inches deep, 200 pounds to the foot, with a section modulus of 610, can now be rolled.

FAULTY FLUE CONSTRUCTION.

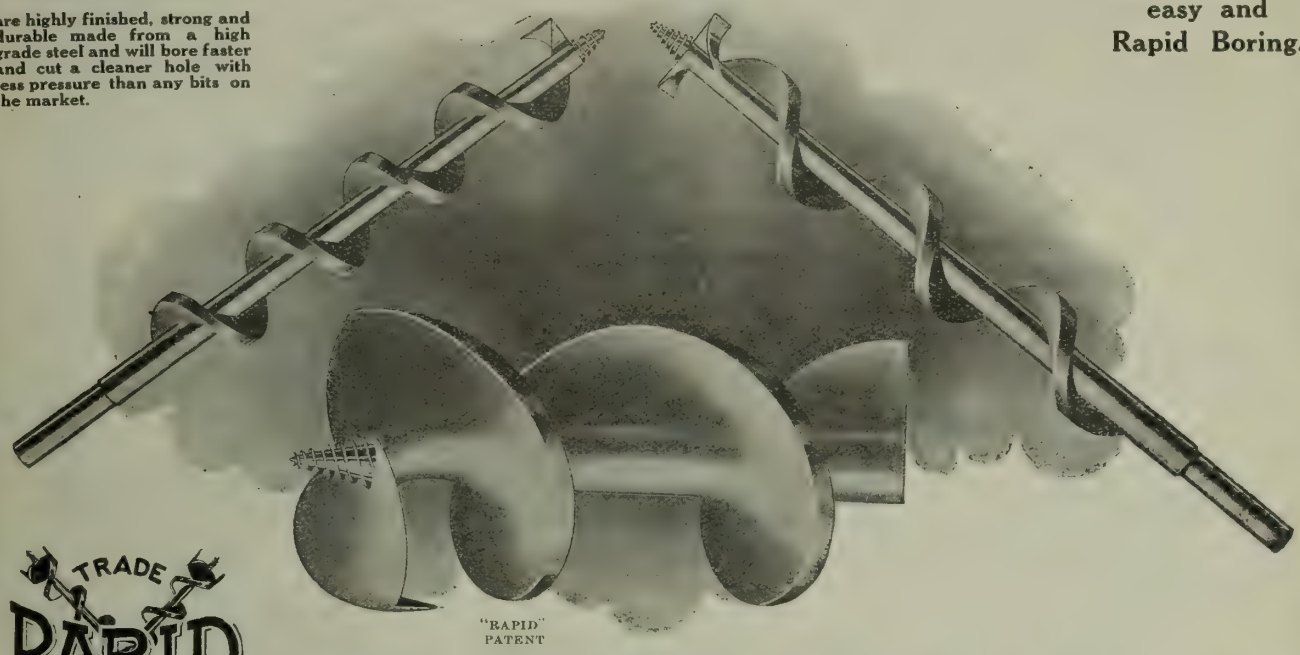
The dealer who has trouble with ranges, as a rule, is not as conversant with their flue construction as he should be, and is liable to select a stove of attractive appearance without going over the general makeup and finding out whether the flues around the oven are of sufficient size at all points. If there is any point where the flue is contracted or entails excessive friction to make the turn in traveling through it, the draft is hindered and impaired to an extent which, with some chimneys, will prevent the satisfactory operation of the stove.

The first car of steel has arrived for the new post office at Saskatoon being supplied by the Manitoba Iron Works, Winnipeg.

The
"RAPID" BITS

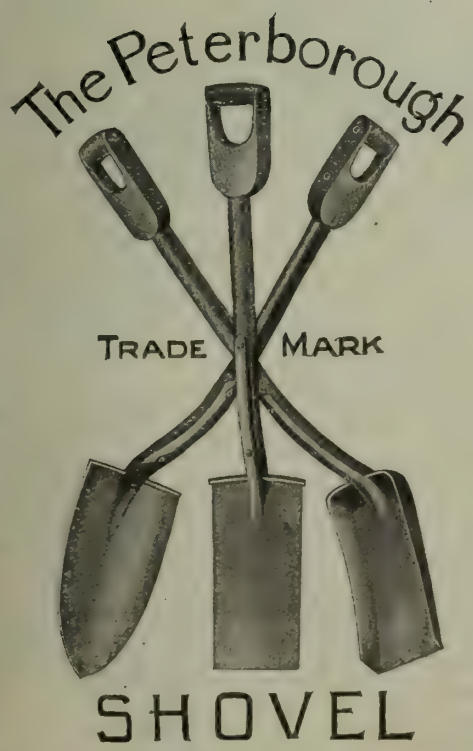
are highly finished, strong and durable made from a high grade steel and will bore faster and cut a cleaner hole with less pressure than any bits on the market.

Save time by easy and Rapid Boring.



TRADE RAPID MARK

THE RAPID TOOL CO., LIMITED
PETERBOROUGH, ONTARIO



PETERBOROUGH

is a very active manufacturing city. And among the busiest of the busy factories is the home of the best shovels, spades and scoops—the

PETERBOROUGH SHOVEL and TOOL CO., Limited

We make every variety of shovel and spade. We make them so well that we

GUARANTEE ALL OUR GOODS

and will replace any which are not found as represented by us. If you want to get in touch with a line of shovels and spades which will net you continuous profit and add to your good reputation, just

SEND FOR OUR 1908 CATALOGUE

HARDWARE TRADE GOSSIP

Quebec.

Wm. Desermeau, plumber, Montreal, is dead.

L. R. Souliere & Co., hardware merchants, Montreal, have been succeeded by E. Gougeon.

C. F. Smallpiece, of Lewis Bros., Montreal, is spending a few days in Toronto this week.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, has returned from Atlantic City much benefitted in health.

F. H. Hanson, manager of the St. John office of the Canadian Rubber Company, Montreal, is visiting headquarters.

J. H. Hanson, Montreal, representative of the B. Greening Wire Co., and the Buck Stove Co., has just returned from a business trip to England.

James Reid, of Caverhill, Learmont & Co., Montreal, who was away from business last week, owing to an accident, is back in harness again.

The Record Foundry & Machine Co., Montreal, are moving from their old building in St. Paul Street, Montreal, to larger premises further east on the same street.

E. K. Spinney, of Yarmouth, N.S., was a visitor to the Montreal office of Hardware and Metal this week. He spoke most encouragingly of the prospects in the Maritime Provinces, and said he found that bills were even more promptly met than they were a year ago. Every sign of prosperity existed due to the dependence placed upon their many fine natural resources, rather than upon artificial ones, as in other places. He was looking forward to much greater prosperity in the future.

The funeral of Kenneth R. V. Andras, late of Drummond, McCall & Co., Montreal, took place from his late residence to Grace Episcopal Church, and thence to Mount Royal Cemetery, Montreal, and was attended by a large number of friends including the staff and employes of Drummond, McCall & Co., and members of the Grand Trunk Boating Club. A service for the family was held at the house, conducted by the Ven. Archdeacon Kerr, and at the church Dr. Kerr was assisted by Rev. F. L. Whitley and Rev. H. Gomery, Cote St. Paul. Mr. Andras was the second son of Prof. J. W. G. Andras, of Trinity University, Toronto, and was married to Miss Jean C. C. Jarvis, daughter of the late Captain T. M. Jarvis, of H.M. 60th King's Royal Rifles, who survives him.

Ontario.

R. B. Scriven, Otterville, has assigned to W. F. Kay.

J. Weeks, hardware merchant, Rainy River, has sold to the Rat Portage Lumber Co.

James E. Webber, hardware merchant, Dunnville, has assigned to Wm. D. Swayze.

Mr. Marshall, of Marshall & Sime, Port Arthur, was a visitor in Toronto during the week.

T. B. Lee, skate and cutlery jobber, Toronto, left this week on a six weeks' trip to Great Britain and Germany.

P. D. Dods & Co., of Montreal and Toronto, advertise their Toronto stock of paints, oils and glass for sale by tender.

Thorn & Hunt, Toronto, hardware merchants and plumbers, have dissolved. Mr. Thorn continues the plumbing and Mr. Hunt the hardware business.

Wm. Homeyer, stoves and tinware, Breslau, Ont., has taken A. E. Richert into partnership and the firm will be known in future as Homeyer & Richert.

The Canada Cycle & Motor Company, Toronto Junction, shipped 2,400 bicycles to Australia last week. The bicycle revival is hitting the Australians as well as Canadians.

The Queen City Oil Co. are moving their Toronto offices from the corner of King and Yonge Streets to the new Ogilvie Building, 63 Bay Street, southeast corner of Bay and Wellington.

James Gibson, a carpenter, who built the first McClary shop at London, in 1844 is dead at the age of ninety years. For over half a century he worked continuously for the McClary firm, and saw it grow into one of the greatest industries in the country. A year ago he retired from active labor.

The banquet of the employes of Rice Lewis & Son, Limited, Toronto, was held at the St. Charles Cafe on Saturday evening, April 11. About fifty guests sat down. C. H. Ellston performed the duties of toastmaster. F. C. Baker, A. McCurdy, W. J. Street and N. Kennedy furnished several songs. Geo. Mitchell also rendered two recitations, which were accorded hearty applause. Mr. Brown and Ralph Baker, the Hamilton representatives, made happy replies to the toast of "Rice Lewis & Son, Limited," while the toast of the evening, "The Management," was responded to by Secretary-Treasurer Gilverson and W. J. Lawson. Messrs. McGregor, Masson, Durnan and J. Thompson, whose names were associated with "Our Salesmen," made appropriate addresses. "The Ladies" was handled in the best of style by J. C. Bingham, Mr. Northcote and Mr. Hart. The evening was brought to a happy termination before midnight.

Western Canada.

H. Elias, Reinland, Man., has sold his hardware business to H. F. Froese.

I. P. Friesen, Hague, Sask., has sold his hardware business to H. P. Friesen.

The estate of Karl Boiz, hardwareman, Regina, Sask., is advertising the stock for sale by tender.

The hardware business carried on by the late Sidney Shore, Victoria, B.C., is offered for sale as a going concern.

IS PRICE MAINTENANCE A FAILURE?

We have had a wonderful era of the passing of iron and steel into utilization. In ten years we have made more than two gross tons of pig iron for every man, woman and child now living in the United States; the production in those ten years has been larger than the production in all the previous history of the trade. With the plant now in existence or being built, it would take less than six years to make another such quantity of two tons per capita.

Now what is the rational conclusion, from a survey of this position, as to what ought to be done?

1. We should give up the idea that the financial panic was the prime cause of this slump in demand. It was coming anyhow. We predicted it, for exactly the time it occurred, on several occasions, e.g., in our issues Feb. 13, '07, Feb. 14, '07, Feb. 18, '07, and March 20, 1907, the last saying the pressure would run into the fourth quarter but not into 1908. We had no prescience of any such financial panic as occurred, but we could see the plainest reasons for a falling off in the pressure upon the productive capacity.

2. We should realize that the present trend of demand, with the maintenance of prices, is distinctly downward, instead of upward.

3. We should realize that there is no hope of rehabilitating demand to any reasonable relation to our capacity except by important price reductions.

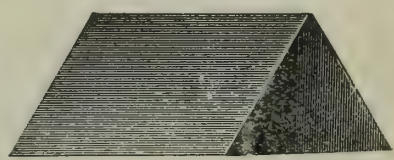
4. We should realize that the country is stocked with iron and steel products, using them (not having eaten them), and will not take the enormously greater quantities we are prepared to furnish, except by the inducement of price.

5. We should realize that not only is the iron and steel trade throttling its own business by this price maintenance policy, but is throttling many other lines of trade besides. When it does not move, other industries cannot move. It is the greatest of all freight tonnage producers. When iron and steel products are bought and used other commodities are bought, and labor is given employment. Several hundred thousand men have been thrown out of employment in the iron and steel industry itself, but there is out of work a still larger number of men, who normally are engaged in the transport of materials to and from the iron and steel plants, and in working up products into the final form of utilization.

Just about ten years ago Andrew Carnegie predicted a great future for the industry because three pounds of steel could be sold for two cents. Now the steel interests are trying to charge about twice as much, although the capacity has increased two and a half times. Let the industry get back to Mr. Carnegie's basis, gracefully or awkwardly—gracefully preferred—and this capacity can be put into use, to the great benefit not only of itself, but of all other industries.—American Metal Market Report.

A large garage is being built at London by John C. Coote. It will cost $2,500 and will hold fifty automobiles. The building will be of cement.

The Diamond Calk Horseshoe



The Diamond Calk

Every man who owns a horse knows the punishment inflicted on horses' feet by the continual renewal of shoes —tearing off old ones and hammering on new ones.

The "Diamond Calk" Saves the Horse.

It overcomes the frequent difficulties incident to the wearing parts of the Calks of a Horseshoe.

It secures Greater Safety and Protection to the Horse, by preventing slipping, sliding and falling.

It overcomes the necessity and expense of employing expert labor in sharpening and changing the Shoes.

It provides a Calk which may be quickly and easily changed, and which furnishes perfectly new wearing surfaces without removing the Shoe, and without any extra cost.

READ THIS LETTER!

Mr. H. P. Kennedy — Toronto, Ont., Dec, 31, 07
Peterboro', Ont.

Dear Sir,

We are now using on our 240 delivery horses your Diamond Calk shoes, and I must say that they are giving first-class satisfaction. They are without doubt the best shoes we have ever used for the pavements and icy roads, and they are very easily adjusted.

Wishing you every success with your enterprise, We are

Yours truly,
The T. Eaton Company, Limited
Per A. Barker, Supt. of Stables

Made in Peterborough, Ontario by the

Diamond Calk Horseshoe Company, Limited

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - - 232 McGill Street Telephone Main 1255

TORONTO - - - - - - 10 Front Street East Telephone Main 2701

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

LONDON, ENG. - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12969

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg

NEW YORK - - R. B. Huestis, 544 West 145th St Telephone 2430 Audubon

VANCOUVER, B.C. - - - - Geo. S. B. Perry

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

A CHANGE WORTH MAKING.

The intention of the Ontario Government, as expressed recently, to adopt the farm system for inmates of the Central Prison, will meet with the hearty approval, not only of the general citizen, but also of the business man in all departments of trade.

The suggestion contemplates not only the disposal of the property now occupied for prison purposes in Toronto and the building of a new prison upon a farm, but also the abolition of the contract and piece price systems of employment.

The plan has advantages from whatever side it is regarded. From the standpoint of the prisoners alone the change will be beneficial, both morally and physically. The chances for moral and mental improvement will be infinitely greater when he is engaged in some useful work in the open air, able to enjoy the beauties of nature, than when he is kept picking oakum in an atmosphere contaminated by the comments, if not the close companionship of a number of more or less degenerate prison inmates.

The prisoners' labor can be used in a great variety of ways, in the cultivation of the farm's products, in the caring for animals and in the building and upkeep of roads. All this will have its pecuniary advantage as well as effecting improvement in moral conditions and tendencies.

Another and not the least important advantage is contained in the proposal to discontinue the system of prison manufacture of generally used articles. This business has been a troublesome point with manufactures in several lines, notably woodware, stepladders, sleighs, binder twine, etc., for years, and firms engaged in the manufacture of these articles naturally felt that an injustice was being done when prison-made goods, with their advantages in price, were allowed to compete with theirs which were produced in the ordinary way. The proposal will do away with all difficulty of this kind and should prove a boon in every particular.

CAN DISCOUNTS BE SIMPLIFIED.

The stand taken by Emerson & Fisher, St. John, N.B., in favor of a more simple system of discounts on hardware articles will meet with the approval of most retailers but it is doubtful if the manufacturers and jobbers generally can be induced to change their present method of figuring.

Discussing the question in a New York trade paper one jobber takes a strong stand against the proposed change, arguing against goods being sold net and in favor of the complicated system of discounts. "For example," he says, "take bolts, screws and many other items, by changing one price in discount, hundreds of items are changed in price, and if priced net it would mean a vast amount of work and confusion for salesmen, pricemen and buyers. Furthermore, the retailer, if he bought files, etc., net, would be paying from 5 to 20 per cent. more profit on some sizes than on others.

"In figuring net prices, the fractions and odd cents are always in the sellers' favor. Again, the price of staple goods, such as bolts, fluctuates, yet the change is often slight, and with a large base discount an extra 5 per cent. can be added to or deducted from the price without meaning much. For instance, with an 80 per cent. base price another 5 per cent. means practically 1 per cent. on a 20 per cent. base, and a change of 1 per cent. on most goods would seldom be made, but on double-pointed tacks with 80-20-10 per cent., another 5 per cent. or 10 per cent. can be made, and although it looks big, does not in reality amount to much.

"Some argue for a simpler discount, and this would mean a decided loss to the jobber. A few years since all steel goods carried the same discount; one jobber's salesmen would quote 60-10 per cent. off list; the next salesman would go 5 per cent. better; then we would hear of 70 per cent. and so on till jobbers lost money on steel goods and demanded lower cost from the manufacturer, because the line showed a loss, and the steel goods manufacturers were generous enough to make concessions for jobbers' salesmen to give away until they, the manufacturers, discovered that they too were selling at a loss. Then the manufacturer woke up and put into effect a most complicated and confusing discount on any line of hardware, and to-day they and the jobbers are making a very nice average profit on steel goods, and not one retailer or jobbers' salesman in a thousand can name the full line of discounts on steel goods, without referring to invoices or cost books."

A NOBLE WORKING CREED.

Here is a creed to live by,
  Worthy a nobler song:
Do always the best that is in you,
  With spirit serene and strong.

Forgive your enemy freely,
  Tho' he work you bitter wrong,
Be honest, be brave, be cheerful,
  And help the next fellow along.
—John Coleman.

WHAT IS BEHIND IT?

Since public interest has been aroused in the Co-operative Act, whose features have previously been described at length in these columns, a rumor has gained considerable credence in Canada that there is more behind the measure than simply a desire to stimulate the co-operative movement. It is alleged that during the last two months, two or three representatives of parties interested in the movement in England and who are backed by abundant capital, have visited Montreal and Quebec with a view to establishing large houses for supplying the co-operative societies which are expected to develop after the new Act came in force.

His Excellency the Governor-General, as is well-known, holds the position of president of the International Co-operative Alliance, which operates in Great Britain and Europe. When the Co-operative Bill was before the Special Committee of the House of Commons for consideration in March, he went to some inconvenience to give evidence which was received with great interest by reason of his connection with the European organization. A study of his remarks on this occasion point to the fact that he is very heartily in favor of the co-operative system coming very widely into operation in Canada.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 62.)

MARKETS IN BRIEF.

Montreal.

Tin—Shading for large lots.
Copper—Cut of 50c.
Lead—Lower quotations.
Spelter—Weaker.
Iron—Maintains strength.

Toronto.

Bar Iron—Declined to $2.
Pig Iron—Continues firm.
Ingot Copper—Weaker.
Ingot Tin—Unchanged.
Pig Lead—Still quoted at 4c.
Turpentine—Weaker in south.
Linseed Oil—Unchanged.

MONTREAL HARDWARE MARKETS.

Montreal, April 16.—Trade is moving along briskly now. The encouraging movement of goods, noticed in the last two or three weeks, is being more than maintained, and both the jobbers and the dealers are satisfied with the business offering. Easter, in ringing the death knell of winter, gives a great stimulation to trade. Although the snow may still be covering the ground, and the waterways ice locked, there can be no doubt now as to summer being near at hand. The sun may early show its warming powers, but it takes Easter to convince the doubters that winter is really at an end, and that the days of increasing industrial activity and bustle from the Atlantic to the Pacific, are fast opening out. With the Easter awakening of the country, as it were, trade naturally reflects the movement, and from now on there will be a rapid quickening of consumption. Farmers will soon be active again, dormant factories turning out finished products, the waterways churned by the wheels of heavily freighted vessels, and in every direction will Canada's industrial energies be working at full pressure. That retail merchants are preparing for this consumptive quickening is evident from the increasing bustle noticed in the shipping departments of the jobbers.

Reports from travelers now reflect a brighter tone, and it is evident that confidence generally speaking, has returned to the country. Maybe the desire to go more slowly for a time is being retained, but all doubt as to the prospects of good trade offering is rapidly being lost in the evident signs all the way round of a coming period of great industrial and agricultural activity.

Builders' Hardware and Supplies—Easter always has a stimulating effect upon builders' hardware, and the various lines are moving well. The demand for the higher grade article shows that the relative improvement noted some time back is being maintained, and it is evident that builders are putting much better material into their houses than used to be the case. After all, what is more important than a durable lock, and what looks more attractive than a well-finished lock set? There seems to be a brighter tone to the building market, and apparently if there is to be any falling off it will be in the larger contracts. The boom in the smaller class of residences will be as great as ever.

Railroad Supplies—Another week or two should make a great difference in the call for these lines. Some large orders are being booked, but the heavier movements will be later on, when construction work commences generally. Although some large contracts have been placed, there are many still open, and prospects in supplies, therefore, are most encouraging. Crowbars, picks and hammers, are moving well. Prices generally are firm.

Spring Goods—Easter and gardens are synonymous. Every man who is lucky enough to possess a plot of land takes advantage of the holiday to inspect his ground, and devise the work he will put into it this spring and summer. He finds that he will want various new tools and naturally the retail merchant is preparing for this coming demand. During the week, therefore, a brisk movement has been imparted to hose, hose nozzles, mowers, shears, tools and syringes. Green wire cloth, refrigerators, ice cream freezers and screen doors are moving well. Hammocks and swings are also active.

Sporting Goods—Dealers report a brisker movement in athletic supplies. Club organizations are now supplying themselves with materials ready for the opening of the season. Fishing rods are moving well, as well as fishing accessories. Guns have been slightly stimulated, while ammunition and shot have maintained their movement.

Carpenters' Tools—A brisk turn has been given to the various lines this week. With the milder weather experienced, additional hands have been put on the various buildings in construction, especially on the houses being rushed for occupation on May 1. This has made the local demand heavier, while generally the opening of the building season has made dealers look more closely into their stocks. Planes, hammers, etc., are all in good demand.

Nails—With other lines nails are in improved demand. Some good orders have been received this week, while dealers report an increasing call. Prices remain firm at $2.30.

Screws—Screws are moving well, and trade seems opening out most encouragingly. Makers are working hard to catch up on the few small sizes on which there is a scarcity. We quote 85 and 10 off for flat head bright, 80 and 10 for round head, bright; 75 and 10 for flat head, brass; and 70 and 10 for round head, brass.

Iron Pipe—Business is looking up, preparatory to the opening of navigation, and the coming of the heavier call. The ¼ and ⅜ pipe continue to be quoted at $2.03 and $2.25 for black and $2.86 and $3.08 for galvanized. The other sizes are unchanged.

Bolts and Nuts—With more construction work going on and in prospect, bolts and nuts are moving better. Prices are unchanged, and stocks appear to be in good shape.

Wire Goods—Screw hooks and eyes, as well as gate hooks and eyes, continue in increasing demand for immediate delivery. The discount is still 60 per cent. off. The list price on wire hat and coat hooks is maintained. These lines are also having a good call.

Cutlery and Plated Ware—Carvers in cases, knives and forks, and salad sets are continuing to show improvement. This department is becoming an important one to the retail merchant. Prices generally are the same.

Building Paper—With the near approach of the building season this line is moving better. Orders are improving in bulk, and there seems little doubt as to good trade opening out.

TORONTO HARDWARE MARKETS.

Toronto, April 17.—Travelers report a more optimistic feeling amongst country retailers and many who have been holding off and keeping their stock down are now asking the jobbing houses to rush along shipments of spring goods. The country roads are now becoming more passable and farmers are inquiring for goods they will soon need. They have money to pay, also, though they have been frightened by pessimistic newspaper talk and have curtailed expenditures in consequence. With an early spring in prospect and little danger of a drouth they should soon recover from their attack of the blues.

Additional trade is opening up in the towns and villages, storm windows are coming off, broken glass replaced, garden tools purchased, floors stained, furniture varnished, locks repaired, fences patched up, window screens put in order, lawns raked and rolled, flower and vegetable gardens dug, and numberless odd jobs done, all of which means business for the hardwareman. Good Friday is a day most men use in putting their house and grounds in order for the spring.

Jobbers are still busy shipping rush orders of spring goods and after several weeks comparatively easy time say they enjoy the more strenuous conditions. The opening of navigation is also providing extra work for the shipping staffs of the wholesale houses.

Household Goods—Kitchen enamelware utensils, brushes, etc., are in active demand, housecleaning time being a sea-

ORDERS FILL

MANUFACTURERS
OF

Church and Cathedral Windows.

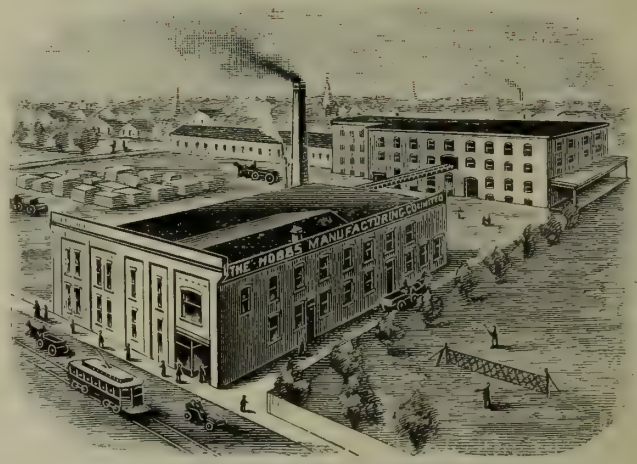
Domestic and Stained Glass.

Bevelled Plate and Mirrors.

Memorial and Portrait Windows.

Chipped, Obscured, Enamelled Mitred and Sand Cut Glass.

Electric Domes.



TORONTO WAREHOUSE.

LONDON

Sole Canadian Agents for MAXIMUM Light Glass the only daylight increasing Window Glass combining Lenses and Prisms.

The fire which recently destroye
affect our facilities for promptly filling all
in the manufacture of Stained and Leade
prompt service in this and all other depar

LEADED

In manufacturing leaded glass ev
be deceived. Catalogue houses who do
cannot depend upon small manufacturers
profits to be made before the retailer rece
buy direct from the manufacturer. We e
buy anything you know nothing about.

The HOBBS MANUFA

LONDON TO

ED PROMPTLY

REHOUSE.

WINNIPEG WAREHOUSE.

IMPORTERS
OF

Sheet Window Glass.

Ornamental Figured Glass.

Rolled Plate Glass.

Muffled and Cathedral Tints.

Polished British Plate.

Prismatic Sheet Glass.

Cat's Eye Glass.

ıe London Warehouse will not materially
lers. Work has already been resumed
ass and we are now in a position to give
ents.

RT GLASS

thing depends upon the treatment. Don't
manufacture, but farm out their orders
ıse proper treatment when there are two
the goods. Cut out the middle man and
ain what we will give you and you do not

The only house in Canada carrying everything in Glass.

CTURING CO., Limited

ONTO WINNIPEG

son when worn-out articles are replaced and dealers have an opportunity to push sales. Many dealers have been slow in sorting up their stock and these are now realizing that to make sales they must have complete stocks. Prices are unchanged.

Builders' Hardware—The opening of building operations is encouraging a more active movement. With the Easter holidays past contractors will become more active and the ground broken for many new structures.

Builders' Supplies—Nails continue in fair demand, with the price firm at $2.-30. Cement and roofing are selling better at unchanged prices. Shovels are quieter after the recent rush, although deliveries are still being made.

Mechanics' Tools—Carpenters' and bricklayers' tools are increasing in demand. Machine shops are again working and trade from this source is also better. Lumbering tools are, of course, rather inactive just now. Jobbers report a fair business.

Heavy Goods—Bar iron has been cut to $2, the market having held very well considering the general weakness in metals. Bolts and nuts are quiet again after a good trade at the beginning of the month. Screws are in good demand with manufacturers' stocks in fair shape. Chain is selling very well at this season and horseshoes and nails are also in demand.

Spring Goods—Green wire cloth and screen doors have been shipped in large quantities by the jobbers during the past week and it will be but a short time before dealers experience a brisk demand for these goods, as flies are already in evidence. Garden tools, wheelbarrows, etc., are already selling well in the retail stores, while swings, hammocks, refrigerators, ice cream freezers, lawn mowers, lawn seats, hose, etc., will be in evidence soon. Poultry netting, wire fencing, screw hooks and eyes, gate hooks and bright wire goods are all having a brisk call.

Railway and Mining Supplies—The reports of large contracts for railway construction work indicate that a tremendous volume of business will be done this year in camp outfits, construction tools, explosives, and similar goods. Some large orders have already been booked, but as only a few of the contracts let are already in hand, the orders so far received are merely an evidence of what is to come.

Sporting Goods—Fishing tackle, rods, reels, etc., have been shipped in good quantities by the wholesalers and a lively trade in baseball supplies, athletic goods, boxing gloves, running shoes etc., has also been done. Dealers are active in endeavoring to secure orders for the goods required by clubs being re-organized for the season, prizes being offered by many to stimulate trade. Guns and ammunition are in seasonable demand.

Cutlery and Silverware—Many inquiries are being received by jobbers for carving sets, knives and forks and hollow ware for sale as wedding presents. June is a lively month for this line, but many hardwaremen are making it a regular department in their stores, the opportunities for profitable trade not being confined to June and December by any means. Prices are about the same as last year.

MONTREAL METAL MARKETS.

Montreal, April 16.—The primary markets generally have not maintained strength this week, and there is a sagging noticed that was not unexpected. Consumers have not displayed any great eagerness to swell the volume of trade during the past seven days. Buying seems to have been going on in a desultory way, but this is not the sort of buying that strengthens a weak market, or holds prices at a firm level. The turn in consumption that is eagerly awaited week by week, does not put in an appearance. One day prospects seem more favorable. Inquiries are more to the point, and the markets close up with better business doing, and prices firmer. The next day, however, the pendulum swings the opposite direction. Transactions sag again, and inquiries are nil. Prices recede, and prospects fall with them. This is the sort of thing that has been going on for more weeks than merchants care to remember. That prices have held so firmly in the face of these difficulties is a matter of surprise, and shows that the markets have more latent strength than they were given credit for. That the long anticipated demand must come no one denies, but it takes a lengthy time in making its appearance. It is a long lane, however, that has no turning, and there is this consolation that the markets have travelled a pretty long road up to now.

Tin has been irregular this week, and seems to be weaker. Considering the long sustained bulling movement in London, no one can be surprised at this. A good deal of the metal is going into consumption in the States, and the tin plate demand continues more favorable, but the situation, generally, is far from strong. Copper is on the weak side again, and the decline in the London market which at present controls New York, has had a sagging effect across the border. Spelter and lead are also weaker, and the only metal showing continued firmness is English pig. Locally the market is affected by the outside weakness, and although the demand cannot be said to be falling off, it has the same characteristics presented by the demand elsewhere.

Pig Iron—The English and Scotch markets continue strong with good business doing, especially in the exportations to Europe. The home consumption seems to have improved somewhat, which will tend to relieve the anxiety being felt over the probable results of the foreign call falling off, as it may do in the next month or so. Cable reports anticipate a good demand from this side, as large orders, awaiting the opening of the St. Lawrence, have been placed. Cleveland warrants are now quoted at 52 shillings and threepence. Conditions in the States have not improved. There is repeated murmuring at the continuance of the steel prices, and some of the pig producers are knocking the continuance of the policy hard. Judge Gary, of the United States Steel Corporation, has again denied the report that any reduction in the prevailing price of steel is contemplated. Pig iron prices are being fairly well held, but undoubtedly much cutting is going on underneath.

Tin—Although prices have been fairly well held there is a weaker tendency in the English market, and the bulls will have to struggle hard to maintain their position. The consumption demand is reported to be quiet. In sympathy with English prices, quotations in New York have weakened, and there is now much more inclination to sell spot tin. The demand, however, so far as the tin plate companies are concerned, maintains last week's improvement, and had there been any stability to the situation, the improvement would have had good effect. As it is, it is lost in the speculative movements influencing the markets. The English market is quoted at £144 5s, which is a fall of 10s from our last figures. Locally the situation is weaker in sympathy, and the price of $34.50 is shaded for large lots.

Copper—The copper market has been declining in the Old Country, and quotations are marked at £57 15s, a fall of £1 7s 6d. This has adversely affected the United States market, which is being at present ruled from London. European buying has fallen off, and with little domestic consumption the market is again weak. Copper does not seem to be fulfilling recent anticipations that a steady basis was in prospect. With the fall in the primary markets, local quotations are marked down to $14.

Lead—Lead has been slowly dropping in the English market and is quoted at £13 15s, a decline on last figures of 5s. Were the market strong, this decline would not have much effect. But business is dull, and there seems to be little offering. As anticipated last week prices have been cut, and we now quote imported pig at $4 and bar at $4.40, with shading for large lots.

Spelter—This metal is likewise weaker being quoted in the English market at £21 5s, a decline of 7s. The market has become weak again, with a poor demand and cutting going on. Inquiries are few, and the outlook, as it stands at present, is not favorable. We quote :—Spelter, at $5 for foreign, and $4.75 for domestic.

TORONTO METAL MARKETS.

Toronto, April 17.—Practically no change has taken place during the week. Buying is still at a minimum and inquiries regarding future business are yet so few as to develop much hope of an early season of activity. With the looked-for buying movement still some distance in the future there is nothing to put life into the market and the firm prices maintained on the different metals is the result of speculative influences rather than because of the real worth of the metals.

Inquiries are being made more freely but they seem to be of the nature of feelers as to the real situation, the buyers having no intention of purchasing at present for more than for immediate needs.

The foreign markets still fluctuate within a wide range but the end of each week finds little change from the beginning. That the speculators have been able to advance prices in many cases in the absence of a substantial demand speaks volumes regarding the firm hold and strength manifested held by the

manipulators who dominate the London and New York markets.

In view of the continued inactivity of the New Toronto Brass Rolling Mills, in whose interest tariff item No. 349, providing for a duty of 10 per cent. on brass bars, rods and sheets, was framed, application is being made to the Government for the cancellation of the duty on this material. That the trade have allowed the duty to remain 18 months without protest is surprising as the brass mills have made no effort to supply the domestic demand. Until such time as brass bars, rods and sheets are made in Canada it is an imposition upon the trade to maintain a duty as there is no home industry to protect.

Some metal jobbers, while depreciating the establishment of a bounty on tin plates produced in Canada, express approval of the proposition that the dumping clause be applied to United States shipments of tin plates. Inquiry so far, however, discloses no capacity on the part of the new plant at Morrisburg to supply the local demand for the various sizes and weights of plates required.

Pig Iron—No improvement in demand is noticed, although inquiries are increasing. Sales are in small lots, however, for immediate consumption. The market continues strong in Great Britain but in the States conditions are much different. Here, too, while there is a firmness in the nominal quotations, shading is willingly done to close fair sized orders. The reduction in the price of bar iron to $2 is a fair indication of the situation. Prices were maintained until cutting forced a revision of the list. A change is also looked for in boiler tubes. We still quote $22 for No. 2 Canadian foundry and $21 for No. 3 Middlesboro.

Ingot Tin—Current market gossip is to the effect that much higher prices will obtain in the near future, thanks to the speculative control and to the options which are maturing. Regarding this, however, The London Coal & Iron Trades Review says: "The weakness of the whole position is the professional bull manipulation, and this state of things is bound sooner or later to recoil on that contingent, although the large options which will shortly be maturing, and the dealings in connection therewith, will render the market peculiarly susceptible to any large operations against same. Apart from speculation, it is difficult to see why tin should go up even if the Banca sales should be reduced, as is suggested, by 26,000 piculs (or say, 1,700 tons). The reduction in the demand for tin will this year, be far more than this figure; but, of course, bears may be temporarily embarrassed. Consumers of the metal may remain fairly easy, for there does not appear to be any probability of a shortage during 1908. Immediate prices may be a matter of uncertainty until the position is liquidated, and it is quite possible that serious fluctuations may take place; but we remain very sceptical about higher prices until there is a decided and far-reaching improvement in the general tone of the metal and engineering industries." Toronto prices are 33½ to 34 cents.

Ingot Copper—Weaker conditions are the result of the week's movement. Very little buying is being done and both New York and London markets are sluggish. Locally we quote 14 cents for casting ingots but this is being shaded.

Lead—Trade is dull and prices gradually declining in the foreign markets. As a result the local market is none too strong. We now quote $3.90 to $4 for imported pig.

Spelter—The market is dull and buyers are hard to interest. Prices are unchanged at $5 for foreign and $4.75 for domestic.

Old Materials—No improvement is noted in the demand for scrap and dealers are not inclined to buy. Offerings are consequently low at unchanged figures.

LONDON, ENG., METAL MARKETS.

London, April 14.—Cleveland warrants are quoted at 51s. 10½d., making prices as compared with last week unchanged.

Spot tin opened irregular at £142 15s., futures at £141 15s., and after sales of 150 tons of spot and 280 tons of futures, closed firm at £143 5s. for spot and £142 for futures, making price as compared with last week £1 10s. higher on spot and £1 15s. higher on futures.

Spot copper opened easy at £57 15s., futures at £58 5s., and after sales of 200 tons of spot and 400 tons of futures, closed steady at £57 17s. 6d. for spot and £58 7s. 6d. for futures, making price as compared with last week £1 lower on spot and 17s. 6d. lower on futures.

The spelter market closed at £21 5s., making price as compared with last week 5s. lower.

The lead market closed at £13 12s. 6d., making price as compared with last week 6s. 3d. lower.

BRITISH TIN PLATE MEN WIN.

London, April 13.—In the iron and steel trades depression has deepened since the year opened, until it would appear that any change which may occur must be for the better. There is not the slightest doubt that the threats of the United States Steel Corporation to strangle the tin plate and galvanized-sheet industries of Great Britain, caused a very bad impression, and the faint-heartedness of the galvanizers, who pusillanimously capitulated to the Trust, is in sharp contrast with the refusal of the tin plate manufacturers to bare their necks to the knife, at the dictation of Mr. Farrell. To understand the position it must be explained that the tin plate and galvanized-sheet manufacturers both alike consume large quantities of half-finished steel, which they roll down and coat with tin or spelter as the case may be. As practically none of the makers produce their own steel, they have to obtain supplies from steel works, and it is in this class of material that the foreigner always seeks to compete with the British manufacturer when times of stress arise.

Foreseeing trouble, the Steel Corporation practically ordered the associated Welsh manufacturers of tin plates to buy 100,000 tons of steel bars at 5 shillings over the market price, or incur the wrath of the Trust in all export markets. The Welshmen practically told Mr. Farrell to keep his steel and do his worst. The direct result of this was that the Trust sold no American steel to the Welsh tin plate makers, and so far from cutting Welsh plates out of the foreign markets, the Americans forthwith shut down fully three-quarters of their mills. The galvanizers, however, are a faint-hearted lot. Thanks to unwonted prosperity, they have waxed fat and fearful, and Mr. Farrell's threat to do for them brought on a severe attack of weakness in the knees. They capitulated without ceremony, and bought 100,000 tons of steel at the price named.

Now they discover that the Steel Trust's side of the bargain not to underquote British manufacturers in foreign markets bears an interpretation which comes as a novelty. The British galvanized sheet makers always quoted "free on board" terms, and fixed their prices accordingly. Yankees have made an innovation by quoting cost, insurance and freight. Hence, whenever the American has a dearer freight than the British manufacturer, he, by quoting level terms with his European rival, is practically underselling the market. For example, if it costs the American 7s 6d a ton to ship goods to a certain port to which a 5 shilling freight is obtainable from Liverpool, the American, to meet the British manufacturer on an equality, must practically reduce his f.o.b. price by 2s 6d, or, in other words, must sell at £12.7.6 f.o.b., against the British quotation of £12.10, f.o.b. People here are now calling this "sharp practice," but they deserve little sympathy, for the trouble, such as it is, arises directly from their own lack of fibre.

THE BRITISH IRON TRADE.

The London Commercial Intelligence states that the world's demand for iron goods increases more rapidly than its demand for any other commodity. For the last twenty-five years the world's per capita consumption of iron has increased about 250 per cent. During that time the United States increased its per capita output by 400 per cent. and Germany by nearly 300 per cent., but the United Kingdom has failed to increase its per capita production by any percentage. Great Britain has been relegated from the first to the third position as an iron-producing country.

Quebec and Maritime Provinces

Fairbanks Scale Company's New Works at Sherbrooke, Que., Under Construction—Important Contracts Awarded at Halifax—New Cement Plant at Guysboro, N.S.—Development of Stove Industry at Sydney.

Halifax, N.S., April 13.—Trade conditions have changed very little since last report. There is a fair business passing, but it is not as brisk as is generally expected at this season of the year. Prices remain pretty steady.

* * *

The City Works Department has just awarded tenders for supplies for the city for one year. The hardware tenders were: George E. Smith & Co., $3,005.22; Stairs, Son & Morrow, $3,061.55; H. H. Fuller & Co., $2,941.69. The tender of Fuller & Co. was accepted. The tender of Hyde, Webster & Co., of Montreal, for cement, at 55¼ cents per 100 pounds was accepted. For special castings the tenders were from Douglas & Co., Hillis & Sons, and the Silliker Car Co. The latter being the lowest, was accepted.

* * *

The plumbers are now enjoying a harvest, as the result of the city installing 3,000 water meters which were recently imported from New York. Ten firms tendered for the work, the figures ranging from 55 cents for cup joints, half-inch meters, and the same for ¾-inch meters for wiped joints. The highest tenders were $4.75 to $5.00 for each meter. The tenders accepted were: John E. Myers and W. S. Craig, and they are now installing the meters at the rate of 35 a day.

* * *

The Canadian Cement Company is seeking incorporation to make cement at Guysboro, N.S., and elsewhere. The incorporators are Joseph A. Gillies, C. J. Sparrow, John R. McIsaac, John R. Gillis, Daniel R. Campbell, Frank J. Murphy, Albert E. Wellwood, of Sydney; Ronald J. McDonald, of Reserve, and Daniel L. McDonald, of Glace Bay.

* * *

The annual meeting of the A. C. Thompson Company, Limited, manufacturers of stoves and ranges, was recently held at the company's offices at North Sydney. The report for the past year was submitted and proved very encouraging. This enterprising company made large additions to their plant and business during the year at a large outlay of capital, but notwithstanding this expenditure the company declared a dividend of six per cent. The officers elected were. President, A. C. Thompson; Vice-President, Hiram Donkin; Business Manager, Henry McCarroll; Secretary-Treasurer, W. S. Thompson. Directors, Hector Sutherland, New Glasgow; George E. Munro, Westville; C. V. Wetmore, Sydney. A large warehouse was built during the year, and also a fully-equipped steel range plant, one of the best in the Dominion. Marked success has attended the company's business, and the market for the firm's stoves and ranges has been extended to the Canadian West, the product being shipped as far as Vancouver. The company has also established a large permanent warehouse at Montreal. The present year is looked forward to as likely to be one of the best in the history of the company.

Sherbrooke, Que., April 14.—Messrs. J. S. Mitchell & Co., Sherbrooke, P.Q., have a fine window showing S. W. P. paints.

* * *

Joseph Lacombe, King Street, Sherbrooke, has moved into his new store, which he has fitted up with up-to-date fixtures.

* * *

Quite a number of our people are talking motorboats. Hardware dealers should take up this line as at present it is done mostly by travelers.

* * *

The stone contractors are at work cutting stone for the new drill shed in Sherbrooke. The building is to be for the accommodation of the infantry, artillery and hussar regiments, and will be one of the most up-to-date of the kind. It will cost about $100,000 when completed.

* * *

The contractors for the new buildings for the E. & T. Fairbanks Scale Works, Sherbrooke, have commenced operations. The main building is to be 305 feet long by 90 feet wide. There are also three other buildings. It is expected they will be finished by the beginning of August.

Trade Doings in Ontario

Chatham Retailers Take Important Action Against Cartage Charges—Another Store Established at London—Hobbs Manufacturing Company Rebuilding Their Works—Guelph Hard waremen Report Trade Good—Fire Escapes to Be Put on All Kingston Schools.

Chatham, April 13.—The local branch of the Retail Merchants' Association held its annual meeting to-night, when officers were elected for the current year. The following were unanimously chosen: President, Wm. Anderson; First Vice-President, A. D. Westman; Second Vice-President, W. E. Parrott; Secretary, J. W. Powers; Treasurer, H. G. Hodges. J. W. Powers, the new secretary, has also succeeded W. A. Winterstein as secretary of the Board of Trade. A. D. Westman, the hardwareman on the new R. N. A. Executive, is one of the organization's most earnest workers. A pleasant feature of his election, and one which goes to show the amity existing in local hardware circles, was the fact that his name was proposed by a fellow hardwareman, Peter Cunningham.

* * *

Programme advertising and ticket soliciting in aid of psuedo charitable schemes were once more discussed. President Cowan stated that since the passing of the prohibitory resolution by the association last year, the practice had been pretty well killed, with great resultant benefit to retailers. Formerly, it was the invariable custom when any "charity" concert was on for the workers to go up one side of King Street and down the other selling tickets, while school concerts even at remote distances usually paid for their programmes by selling advertising space which never brought any returns to the advertisers. Mr. Westman's declaration that newspaper advertising was the only advertising was strongly endorsed.

* * *

Cartage charges were warmly discussed, Mr. Westman opening the ball. For a couple of years past his firm have been doing all their own carting at this end of the line. The practice of charging the retailers for cartage fees at the point of shipment he denounced as an imposition, and urged united action to stamp it out.

Mr. Cunningham stated that he had taken the course of refusing to buy unless the traveler agreed that the cartage charges would be assumed by the wholesaler or manufacturer. Yet, even where this agreement had been made, and where he had been assured by manufacturers that they had done their own carting, he had been assessed for cartage just the same. On inquiry from the railroads, he had been informed that cartage was charged in all cases, except where the bills were specifically stamped, "No cartage." He instanced the success of the W. C. Crawford stores in eliminating cartage charges, the buyers for these stores in all cases presenting to travelers a card stating that no such charges would be paid.

Mr. Westman suggested the adoption of a similar card by Chatham retailers, adding that it should include a refusal to pay box charges as well. The suggestion met with favor, a committee being appointed to see to the printing of the cards.

* * *

Secretary W. R. Landon, of the Board of Trade, is in negotiation with a large linen manufacturing concern which may locate a branch in Chatham. It is understood that prospects for securing this industry are bright.

* * *

Harry Flowers, formerly of J. C. Wanless' hardware store, is now located in Regina, Sask. He writes that he will

be home for the London Old Boys' reunion in August.

* * *

Thos. Fairbanks, a Winnipeg hardwareman, who has been spending the past winter in this city, returned to the West last week.

* * *

Brewster's new 5-10-15-cent store, here, opened on Saturday with what was undeniably a rush. The store was crowded all day, though the crowd contained a goodly element of curiosity seekers. The store featured, as a starter, some pretty good bargains in tools and graniteware. Just how much they will compete with the regular hardware trade when they settle down is uncertain. Already further competition is in sight, it being stated on good authority that the S. H. Knox Co., of Detroit, Toronto and several other places, have leased the big store lately occupied by Thornton & Douglas, men's furnishers, and will shortly open a second 5-10-15-center there.

Kingston, April, 14.—The hardware trade in Kingston remains rather quiet still and only a fair amount of business is being transacted for this time of the year. The roads are in a poor condition for traveling and very few bicyclists have made their appearance on the streets as yet. The bicycle is used to a great extent in Kingston, especially amongst the working people. As a means of recreation, other sports are indulged in during the summer evenings by the majority of citizens, the bicycle being used chiefly during business hours. The prospects, however, are bright for the coming season, as soon as the roads are put into fit shape.

* * *

In response to the request made by the city engineer a short time ago for an expert plumber to be given the duties of inspection of the city, the city council decided at their last meeting that they had not enough money to appoint an inspector this year and the engineer will have to perform the duties as best he can when he is not too busy with other street work. The engineer says he has quite enough to do, without being called upon to do plumbing inspection and to do it properly would mean that he will have to neglect other important work.

* * *

Spring is regarded by local contractors as being very backward this year in regard to the erection of buildings. There is scarcely a prospect of any building going on in the city so far this spring. This is mostly due to the advanced cost of building materials. Everything is so much dearer than a few years ago that people will buy property now instead of building. However, things may brighten up as the warm weather comes along. May is generally a better month in the building line of business than April. In military improvements several thousand dollars will be spent for building purposes this year.

* * *

Tenders are being called for the several trade works required in making certain alterations to the brick building on the corner of Montreal and Princess Sts., the property of Simmon's Bros., tinsmiths and plumbers, who are having alterations and improvements made for a new show company which will be started here shortly.

* * *

Fire escapes are to be put on the Collegiate Institute and all the public schools of this city and tenders are now being called for this work.

Hamilton, April 14.—"The bicycle trade is picking up wonderfully in this city," said John W. Nelson, sporting goods dealer, King William Street, today, in an interview with your correspondent. Mr. Nelson said that a great many people were buying wheels mostly for general use, and the surprising thing about most of the deals was that cash was paid, something which was not entirely to be expected in this period of hard times. The fact that the bicycles to-day are so much better in every respect than those in use some years ago when the bicycling craze was on, and the fact that they are very convenient for riding to and from business over the generally improved roads, commends them to the favorable consideration of not a small percentage of the population these days, and Mr. Nelson felt sanguine that there would be a great revival in the popularity of the "bike" during the coming summer.

* * *

The City Council at its meeting on Tuesday night awarded the tenders for the new fire station, to be erected in the east end of the city, at a cost of $15,000. The successful tenderers include: Roofing and galvanized iron work, W. T. Creighton & Co., $637; sanitary stall bottoms and grills for doors, R. G. Olmstead, $126; electric wiring, Electric Supply Co., $57; plumbing, gas piping and steam heating, Adam Clark & Co., $1,547; structural steel, Hamilton Bridge Co., $2,085; painting and glazing, P. Thomson, $350. The station will be made to accommodate three pieces of apparatus and will be fitted up with sitting rooms and all the latest comforts and conveniences for the firemen. It will be situated on Sanford Avenue adjacent to the mammoth works of the Canadian Westinghouse Works, and in the heart of the manufacturing district.

* * *

The prospects are that there will be brisk business in the motor boat line this summer, and already the makers of this line of craft are beginning to get busy. The Smart-Turner Machine Co. has opened its new boat works near the bay front, where the manufacture of gasoline engines is looked after exclusively. The firm will undertake the complete equipment of motor boats, and already is building a handsome one for J. Orr Callaghan, of the Canada Screw Co.

* * *

Still the upward tendency in the retail hardware trade continues, and business is beginning to loom up. There is a steady demand for gardening utensils, and paint is having a ready sale. With the continued fine weather the trade should pick up rapidly.

Guelph, April 14.—A number of contracts for residences have been prepared, including a dozen in St. Patrick's Ward. Altogether it looks as if the season of 1908 will equal 1907 in the building of residences. In the way of large contracts, there does not seem to be very much doing.

* * *

The local hardware merchants report trade as picking up considerably and that the present season will not be very far behind last year, if it is behind at all. Orders for binder twine, from the neighboring farmers, are beginning to come in in large numbers. In spite of the hard times cry, the farmers seem to be as prosperous as ever, and many of them are ordering furnishings for new barns, as well as improved residences.

* * *

S. and G. Penfold's west window is more than usually attractive this week, with a showing of Ramsay's paints and painting necessaries. A well built, cosy-looking house, painted with this well known brand, is the centre of attraction.

* * *

At the last meeting of the Hespeler Public School Board the tender of the Parkin Elevator Co. for fire escapes for the back of the school building, for $265, was accepted.

* * *

Richard Scott, of W. G. Scott & Co., hardware merchants, Mount Forest, met with a painful accident recently, which will result in the loss of the tips of his second and third fingers. He was operating the tin-cutting machine when he slipped on the foot pedal and his hand came under the descending knife, completely severing the tips of his fingers.

London, April 14.—As the season advances hardware trade, both wholesale and retail gains in volume, and the indications are that the most optimistic predictions will be verified. "Business is splendid," remarked a representative of a leading jobbing house this morning, and that is the keynote of the trade generally.

* * *

A new retail hardware store has been opened by W. A. Langford at the corner of Rectory St. and the Hamilton Road. All the various lines are carried.

* * *

The work of rebuilding the burned Hobbs Manufacturing Company's delay, the insurance having been adjusted. Already a force of men is at

work clearing away the debris, meanwhile operations are being continued by the company in a building close to the ruins.

* * *

The representative of the United States iron concern referred to in last week's issue was in the city a few days ago and looked over a number of possible sites with the chairman of the Manufacturers' Committee and the latter is certain the industry wil come here. The firm manufactures structural iron work and would require a large factory, which they would have to build as there are no suitable structures in the city.

Fire, supposed to be of incendiary origin, did $1,000 damage to the St. George Art Glass Works, Fullerton St., a few nights ago. The firm will be in no way crippled as a result of the fire, as the workshop and storehouse were not damaged, and business will go on without interruption. Some valuable drawings were destroyed.

* * *

The McClary road race is the big attraction for Good Friday. The course will be a distance of ten miles and is open to all employes of the company whose service dates from March 18 and earlier. Three prizes are offered—1st, a silver trophy; 2nd, a gold medal; 3rd, a silver medal.

West of the Great Lakes

Business Opportunities at the New City of Prince Rupert Not Open Till Fall—New Sheet Metal Works at Vancouver — Three Million Dollars to Be Spent on the Erection of Public Buildings at Regina This Year Saskatoon Appoints New Publicity Commissioner.

Vancouver, B.C., April 10.—Hardware dealers report better business than at this time last year. Just now there is a good demand for garden implements, for with the advance of spring, amateurs and professionals are at work with improvements. No changes in prices are recorded.

* * *

A steady betterment of trade with the North is noticed, and camp supplies are being called for. The development at and around Prince Rupert, has a large part to do with this, and as construction on the railway line is to ge ahead at once, this business should get better all the time. The prospects are very encouraging.

* * *

For the information of those who might have an eye on Prince Rupert, it might be stated that until the lots in the townsite are sold, there is little chance for a retailer to engage in business there. If one wants to make the trip to look around, all right, but not until fall will anything definite be known about business locations. At present, the only businesses allowed are those privileged by the G.T.P., and the Prince Rupert Hardware Supply Company is on the ground.

* * *

The installation of the plant of the Canadian Pacific Sulphite Company at Swanson Bay, where pulp will be manufactured, has brought trade to Canadian houses. Robert Hamilton, representing Robert Hamilton & Company, supplied the water wheel equipment for the mills. The plant is an extensive one, and will entail an expenditure of about $500,000.

* * *

D. P. MacKinnon, general manager of the Western Canadian Cement & Coal Company, is in the city this week, being here to establish branches for the sale of the product of his factory. Cement is manufactured in the Province, the works being at Tod Inlet, near Victoria, on Vancouver Island, R. P. Butchart being the manager. He is from Owen Sound, Ontario, and others of that city are also interested. Large quantities of cement are being used in Vancouver and other cities in construction, and the market is constantly increasing.

* * *

The Western Sheet Metal Works started its new plant within the past week, and has complete machinery for the class of work it will undertake. It is expected that employment will be given to a staff of twenty men. One of the first contracts is to supply the copper work for the new Canadian Bank of Commerce building. A specialty will be made of fireproof metal doors and windows, and some of these are now being constructed. A. P. Stewart is president; Mr. Morrison, secretary-treasurer, and Thomas Bell, these being the members of the firm, the old firm of Bell & Stewart dissolving into the new. T. Brown is manager.

* * *

The annual meeting of the British Columbia hardwaremen was held on April 9, the wholesalers meeting in Vancouver in the morning, and the retailers in New Westminster in the afternoon. The attendance was good. An important resolution passed was that to change the name of the wholesale association to "The Hardware and Metal Association of British Columbia."

Officers elected for this year are: President, John Boyd, of Messrs. Boyd, Burns & Company, Vancouver; Vice-President, J. A. Cunningham, of the Cunningham Hardware Company, New Westminster; Secretary-Treasurer, John Burns, of Vancouver. These elections were unanimous.

It was decided to hold the next meeting in Victoria. This constituted the principal business outside the routine.

* * *

The Phoenix Manufacturing Company has a plant all ready for the manufacture of donkey engines, and will begin operations as soon as that business picks up a little. These are much used in the lumbering operations, which is quiet at present.

* * *

Alfred H. Bennett, formerly of Birmingham, Eng., has opened a shop for the manufacture and finish of all kinds of brass goods. He has a foundry in connection.

* * *

The agency of the Allis Chalmers Bullock Company has been transferred to Nelson, and it is there that R. H. Zavitz, district manager, will make his headquarters. With an office at Winnipeg and another at Vancouver, it has been found that Calgary will be more convenient for distribution.

Saskatoon, April 11.—The Hub Cornice Co., have built an addition to their present building in Riversdale. The new workshop is 20x60 feet and will accommodate several extra hands when finished. The business of this firm has rapidly increased of late and this season promises to be a busy one in cornice and metal work.

* * *

A new commissioner has been appointed by the Board of Trade to carry on the publicity campaign mapped out for the present year. He is F. M. Sclanders, of St. John, N.B. At the meeting this week of the board the president, M. Isbister, proposed that the C.N.R. should be approached with regard to putting on a cafe car on the Regina-Prince Albert branch of their system. Travelers and passengers find the interval between the stops too long. A resolution was accordingly drawn up and sent to the officials, requesting that a dining car be put on all trains between the two points.

* * *

On April 30th the citizens will be asked to vote on by-laws for the extension of the sewer and water works, a traffic attachment to be placed on the new C.P.R. bridge, a new firehall and hospital. This week city debentures to the amount of $408,000 were sold at 92½.

* * *

This week the Saskatoon Iron Works opened again for business. C. A. Splayford is in charge. Some time ago it was announced that the works would be taken over by a joint stock company. Arrangements for this have not yet been made, however, although it may be done in the near future.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Seeding is general throughout the Canadian West. This means that another week has maintained and increased the normal character of the conditions under which the wheat crop is being sown. It is just one month earlier than seeding last year, which the West learned to its very great cost was one month late. To the query, "How is the seed bed?" the answer is almost invariably, "Best in years," or "I never saw it better." There has been one warm shower followed by a day of high wind, blowing an average of over 50 miles an hour, and this cleared out the very last of the snow and dried off the wet spots so that the seeders could get to work. No time is being lost by the farmers, and the cry of "men wanted" is heard from every section of Manitoba and many parts of Saskatchewan.

* * *

The fine weather and prospect of early seeding had its reflex effect on the wheat market, which slumped quite heavily during the middle of the week, but showed steady signs of recovery on Friday and Saturday. Exporters have done a heavy business this week, not only in low grade wheats, but in No. 3 also, and a moderate amount of trade in No. 4. Export trade has been more active during the past five days than for the previous five weeks, though there has been a pretty fair trade in low grades all that time.

* * *

A careful inquiry among elevator owners goes to show that there is very little more than 2,000,000 of wheat in interior elevators and it is extremely doubtful if there is even two million bushels in farmers' hands, so that the amount to come forward now is considerably under five millions, when at the same date last year it was nearly 30,000,000 bushels. These are facts that are bound to tell on the trade in the long run, in spite of fine weather and large operations in seeding.

* * *

Stocks are heavy at Fort William and navigation is expected to open next week. There are a number of boats under charter and the wheat will go out with a rush as soon as there is open water.

* * *

Some of those who predicted $1.25 wheat early in the season are still looking for it, and it may come, but there is no disguising the fact that the enormous Argentine shipments have greatly lessened the probability of outside prices for our wheat this year.

One of the features of western news for the week is the loosening of the purse strings of the banks at country points. More than one branch has offered to advance 50 and 60 per cent. on good farm paper and the result is already beginning to be felt by the wholesale houses, where collections are steadily looking up. The movement is not large and at present it cannot be said to be general, but it shows the set of the tide and is giving a great impetus to business. Wholesale grocery houses report an excellent spring trade, far in advance of last year. Dry goods and hardware houses are a little more conservative in their statements of increase, but all admit that spring business is good. That there is money in the country is evidenced by the big department houses which send out catalogues. These houses reported March mail order business double what it was for March, 1907, and the first week of April more than double. This business, is, of course, strictly cash.

* * *

The influx of immigration has also tended to increase the money in circulation as the majority of the immigration this season, so far, has been of the moneyed class.

* * *

In connection with new immigration, both present and prospective, real estate dealers declare that there has been a larger inquiry for land suitable for mixed farming, than ever before. There are still speculators in wheat lands and wheat growers who want wheat land and nothing else, but over and above these are the better class of farmers both from Ontario, England and the United States, who are selecting farms with a view to mixed farming. This is the best news the West has had for many a day, for the tendency of new immigrants to grow nothing but wheat has been very marked in the past. When farmers start with mixed farming it not only indicates that they are practical men, but also that they have some capital as well, for mixed farming must have capital to start with much larger than is necessary for the mere raising of wheat.

* * *

The money depression in the United States was not an unmixed evil, as far as Western Canada is concerned, for it has without doubt tended to drive men with money, which they considered no longer safe in stocks and bonds to the Western lands for investment. Numbers of these men are securing blocks more or less large in extent, and not a few have announced their intention of bringing in only such farmers as will go in for diversified agriculture to buy their lands. This shows that a careful study of the situation has convinced numbers of these men that there is no better speculative investment than Canadian farm lands, which the investor sees to it that the class of men to whom he sells are of the right sort. Not a few of the American companies who bought larger tracts of land in the past five years and were careless of what type of farmer they sold to, have had a sharp lesson in the past year. Where buyers had been carefully selected for their experience in farming and their good equipment, it was rare for the companies to have to wait for their second and third payments, while in the case of those who sold to anyone who was willing to buy, regardless of their efficiency for the work to be done, they have had to earn their experience and wait for their money.

The warm weather has stimulated building to a great extent. Building permits are called for daily and buildings are being gotten under way as fast as possible. There is a large amount of Dominion Government building being done in the West this year.

* * *

Another indication that there is money when it is wanted is the active inquiry as to the date and place of the sales of pure bred stock under the auspices of the various breed associations. Saskatchewan has held its sale, but Manitoba and Alberta have both scheduled theirs for May. Already there is double the inquiry that there was last year. In addition to these large sales there will be one or two auctions held by individual breeders, with large herds of fine stock. Several of these men have been in Winnipeg recently arranging for dates and catalogues, and they all report the inquiry for foundation stock far ahead of this date last year.

* * *

Reports of the splendid condition of range cattle continue to come in week by week. There has been no setback of any kind this spring, so far, and by the middle of June shipment of export steers should be quite heavy. H.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

A CHANGE FOR THE BETTER

Ever think of making a change in your furnace agency? Ever think of taking a **Pease Agency?** There are lots of reasons why you should think of it—the main one being the fact that a **Pease Agency** is the most profitable. If you are handling inferior furnaces, stop and figure out your net profits after you've deducted losses by adjusting complaints and replacing this, that and the other defective part. How do you stand? **Your Initial profit** on the sale of a **Pease Furnace** is better, to begin with, and that profit is **net** because there is practically no possibility of complaints. Every **Pease Furnace** is assembled and **thoroughly inspected** before it leaves our factory. It reaches you in perfect shape—every part snug fitting and perfect. And remember, that every **Pease Furnace** you sell in your locality is an excellent advertisement for you, because it always gives the most satisfactory results as a house-warmer at the very lowest consumption of fuel.

Better Write For Further Particulars

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

CONDENSED OR "WANT" ADVERTISEMENTS.

AGENTS WANTED.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

AN ENGLISH MANUFACTURING FIRM, with travellers calling upon house furnishers, &c., are desirous of negotiating with American manufacturers to introduce their goods in the United Kingdom. Curtain poles, wood trays, cabinets, chairs, or similar lines as sold by general furnishers preferred. Write Barnsdale, Bexon & Co., Daybrook, Nottingham, England. (17)

AGENTS WANTED—United States firm manufacturing a well known and widely advertised Safety Razor would like to secure a Canadian agent. For full particulars address Box 716, HARDWARE AND METAL, Toronto. (tf)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—To exchange, two Winnipeg city lots, valued at $250, for set tinsmithing tools. Apply Box 89, Vernon, B C. (19)

WANTED—A second-hand set of tinsmith's tools. Send list of same to Box 226, Omemee, Ontario. (17)

BUSINESS CHANCES

$3,000 worth of clean, up-to-date hardware for sale. First $1000 at 90c, second $1000 at 80c., balance at 70c. on the dollar. Will deliver within 200 miles of Fenelon Falls. Apply J. L. Cooke, Coboconk.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, Stove and Tinware business in thriving town in Ontario, surrounding county thickly settled with good farming community. Stock and fixtures about $6,000 which can be bought on very good terms as present owner has other interests that require his attention. Box 711, HARDWARE AND METAL, Toronto. (18)

FOR SALE—Hardware manufacturing business, well equipped factory, adjacent to the city of London. Taxes low, private siding connecting with all railroads; splendid opportunity for any individual or company wishing to engage in the manufacture of builders' hardware. London & Western Trusts Co., Limited, liquidator Wilcox Mfg. Co., London, Ont. [18]

FOR SALE—Hardware, stove and tinware business, in one of the best towns in the Ottawa valley. An exceptional opportunity for anyone looking for an established business. Apply Box 717, HARDWARE AND METAL, Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION wanted as traveller for Stoves, Furnaces or Tinware. Good connection, first-class tinner. Box 712 HARDWARE AND METAL, Toronto.

WANTED—Position as hardware clerk or travelling salesman, 12 years experience in old country; good references. G. Gardner, 228 Palmerston Avenue, Toronto. (16)

HARDWARE Salesman wishes to represent in Saskatchewan or Alberta, hardware, metal manufacture, or stoves, hot air furnaces. Apply Box 714, HARDWARE AND METAL, Toronto. [17]

HARDWARE SALESMAN aged 21, wants situation; 4 years' general experience; good window dresser; willing to start at reasonable wages; location no object. C. Byford, Eglington P.O. North Toronto. (17)

WANTED—A position in wholesale or retail hardware. Nine years experience in eastern and western stores. A1 references from present and former employers. Box 79, HARDWARE AND METAL, Winnipeg. (17)

EXPERIENCED travelling salesman is open for a position in central or western Ontario or Toronto. Well acquainted with plumbing, heating and stove trade. Box 715, HARDWARE AND METAL. (17)

HARDWARE ASSISTANT, 35, 18 years experience in good English houses; well up in all branches of the trade, office and workmen; hard worker and very obliging, seeks situation in Canada. References from past and present (3 years) employers. George Tydeman, Myrtle Grove, Gloucester Road, Newbury, Bucks, England. [16]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—1 blacksmith's bellows, 32 in., at $4.50; 1 Peter Wright anvil, 216 lbs., at $19; 360 lbs. seat and buggy springs, assorted, 4, 3, 2, 1 sizes, at 4c. lb.; 200 lbs. horseshoe nails, "M" brand, No. 9, countersunk head, at 9c. lb.; 250 lbs. horseshoe nails, "Acadian," assorted, Nos. 11 and 9, C.H., at 7c. lb. All new stock. Prices f.o.b. Paisley. A. Sinclair Estate, Paisley, Ont. [18]

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Hardware salesman, must be first class man, good stock keeper and window dresser. Apply, stating age, experience and salary expected, to Peart Bros. Hardware Co., Ltd., Regina, Sask [18]

Elliott-Fisher Adding Typewriters

Elliott-Fisher Limited, 129 Bay Street, Toronto

WHITE LEAD BUYERS, ATTENTION

205 ST. JAMES STREET

CANADIAN STANDARD

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

John Heyde

Accountant and Trustee
Secy. of the Association.

MONTREAL 479001

THIS LABEL GUARANTEES THAT THE CONTENTS ARE UP TO THE GOVERNMENT STANDARD

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, April 16, Room 511, Union Bank Bldg, Winnipeg

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13 $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0, to No. 1, $4,65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90: No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; No. 4, 32c; No. 5, 30c; No. 6, 28c; No. 7, 26c; No. 8, 24c; No. 9, 23c; Nos. 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.: No. 4, $5.25; No. 5, $4; No. 6, $3.50; Nos. 7 to 9, $3.25; Nos. 10 to 14, $3. Discounts on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4,75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts, Bolts—Bolts, carriage, 3-16 and ¼, 65 per cent.; 5-16 and ⅜, 60 per cent.; 7-16 and larger, 55 per cent.; bolts, machine, 3-8 and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾; small lots, 2¼; hexagon nuts, cases. 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10 per cent.; copper rivets: No. 7, 29c per lb.; No. 8, 29½c; No. 9, 30½c; No. 10, 31¾c; No. 12, 34c. Copper burrs, No. 7, 39c per lb.; No. 8, 40c; No. 10, 43c; No. 12, 46 cents. Copper rivets and burrs: No. 8, 30½c per lb; No. 9, 33c per lb.

Green Wire Cloth — $1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16. $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1 $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½ per cent.; and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Builders' Hardware, Locks, etc.—All Peterboro and Gurney lines, 45 p.c. discount from list.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾.

Building Paper—Anchor, plain, 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; Jubilee tarred, 84c; Buffalo plain, 60c; Buffalo tarred, 62½c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off; American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge, black, soft, $18; 10 gauge, $22.50; 12 gauge, smokeless, chilled, English, $24; Canadian, $23; 10 gauge, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop per 100 lbs. $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder. F.F. keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.50. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop $13.

Sheet Zinc—$8 for cask lots, and $8.50 for broken lots.

Pig Lead—Average price is $5.50.

Lead Pipe—Quoted at $7.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in. $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75, 1¼, $32.30; 3½, $40.50; 4, 46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, 11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4,65; 26. $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box $13.50; ½ box, $7.

Terne Plates—I.C. plates quoted at $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gal. Engine gasolene, in barrels, gal., 24c; f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 62c; Calgary, 74c; Lethbridge, 74c; Edmonton, 75c; boiled oil, 3c per gallon advance on these prices.

A GOOD IDEA.

The Hardware Trade tells how one stove merchant increased the sale of base burners.

"Get a spring shade roller and cover it with white or cream wrapping paper. Print on it the names of persons to whom you have sold base burners. During the season have this in a handy place, where it may conveniently be examined by your customers, thus letting them see the number of your customers. Nothing succeeds like success. This method might well be applied to boost the sales of any other stove.

CAKE AND PIE BOXES.

The bread box plan is to be extended to the other products of the baker's art. We are to have separate boxes for cakes and pies, made of the right shape and size for these articles and labelled with the name of the contents.

The new boxes, like the bread box, are of air-tight japanned ware and are just the thing for our domestic dainties. They are being made in various sizes, from the little ones that hold a single cake and a few pies, to those that will accommodate enough for a week's consumption

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered by Experts —Discussion is Also Invited on Any Matter pertaining to the Tin Shop

PIPE ELBOW PATTERN.

To describe pattern for an irregular rectangular pipe elbow:

In Fig. I. is shown a perspective of an elbow making a right angle turn between two rectangular pipes, but in making the change in direction, the pipe also changes position (i.e., what is top in one pipe is side in the other.)

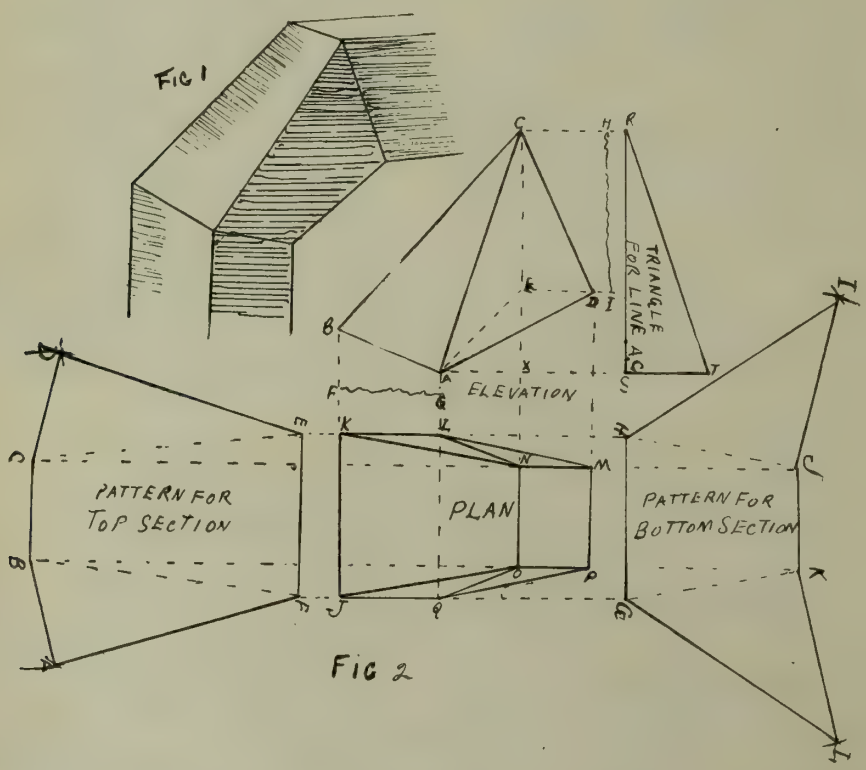
First draw the elevation as shown in Fig. II. Draw "AX" and "XC" of an indefinite length and at the proper angle to one another. Make "XA" and "XE" equal. Make "EC" equal to the long dimension of the pipe. From "C" and "E" draw the line "EI" and "CH" at right angles to "XC" representing the direction of one of the pipes. From "A" draw the line "AG" parallel to "XC" and at a distance from "AG" equal to the small dimension of the pipe, draw "BF" parallel to "AG." Connect "AE." From the point "C" draw the line "BC" parallel to "EA." Connect "BA." Bisect the angle "BCH" and draw the line "CD." Connect "AD" and "AC" and the elevation is completed.

Now draw the plan by projecting lines from the point in the elevation. Make "JK" equal to the long dimension of the pipe, and "MP" equal to the short dimension of the pipe, then complete the plan as shown. Now proceed to draw the pattern. Draw the line "EF" parallel to "KJ" at a convenient distance. Draw "CB" parallel to "EF" and at a distance from "EF" equal to "CB" of elevation. Project points "KJ" and "NO" of plan to pattern for top as shown. Connect "EC" and "FB." In a like manner draw pattern for bottom, drawing line "JK" at a distance from "HG" equal to "AD" of elevation, connecting "JH" and "KG." With a compass take the distance "AB" from elevation and "C" and "B" of pattern for top as centres, strike the arcs at "A" and "D." In a like manner take the length "CD" from elevation and with "J" and "K" of the pattern for bottom as centres strike arcs at "I" and "L."

It now remains to find one dimension and for this we must construct a triangle. This is line "CA" of elevation, and "LN" of plan (being the same line foreshortened, in both places). Draw the line "RS" paralled to "CX" and equal in length, draw "ST" at right angles to it, make "ST" equal "LN" of plan. Then "RT" will be the true length desired. With your compass take the distance "RT" and with "H" "G" "E" and "F" of both patterns as centres, strike arcs at "A" "D" "I" and "L." Connect these points and your patterns are completed.

Edges must be allowed.

W. M. M.



LEAD POISONING IN ENGLAND.

A special report on dangerous or injurious processes in the coating of metal with lead or a mixture of lead and tin has been made by Miss A. M. Anderson, Lady Inspector of Factories, and Dr. T. M. Legge, Medical Inspector of Factories for Great Britain. Among the recommendations as to duties of employers are the following:

1. No lead shall be used in the tinning of metal hollowware.
2. No female persons shall be employed in dipping or wiping.
3. No person under sixteen years of age shall be employed in the tinning process.
4. No dipping shall be carried on unless the tinning bath is so enclosed and provided with exhaust draught as to prevent the fumes from entering the workroom.
5. No wiping, soldering or polishing shall be done without use of an exhaust draught so arranged as to carry the fumes away from the worker as near as possible to the point of origin.
6. The skimmings from the tinning bath and dust and debris collected from the floor shall be deposited in a suitable receptacle, specially provided for the purpose, in connection with an exhaust draught.
7. A health register containing the names of all persons employed shall be kept in a form approved by the Chief Inspector of Factories.
8. Every person employed shall be examined by the surgeon once in every three months (or at such other intervals as may be prescribed in writing by the Chief Inspector of Factories), on a date of which due notice shall be given to all concerned. (a) The surgeon shall have power of suspension as regards all persons employed, and no person, after suspension, shall be employed without written sanction from the surgeon entered in the health register.
9. There shall be provided and maintained for the use of all persons employed (a) a suitable cloak room for clothing put off during working hours; (b) a suitable meal room separate from any room in which tinning is carried on unless the works are closed during meal hours; (c) aprons or other equivalent protection, and when necessary, gloves for the hands.

FUEL ECONOMY.

When you burn a pound of coal, you generate a certain definite fixed amount of heat, no more and no less. No matter in what kind of a stove the combustion takes place, the quantity of heat evolved is the same.

The main question is, what does the stove do with the heat thus generated? How much of the heat is radiated into the room, and how much escapes out the chimney?

An open fireplace wastes heat, and a direct draft stove wastes heat as compared with a base burner.

But which of two base heaters radiates the more heat? The one with the large direct radiating surface. There is nothing mysterious about it; no amount of magic or argument can interfere with the established scientific fact that of two heaters of equal firepot measurements, equally well fitted, the stronger heater is the one with the larger direct radiating surface.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Patent Vulcanized Roofing.

The Kennedy Hardware Co., Toronto, has secured the sales rights for Ontario for the Patent Vulcanized Roofing Company, Chicago, a line that has had a large sale in the United States. They can supply catalogues, samples, etc., on request.

Metal Specialties.

The metal specialties made by the Forsyth Mfg. Co., Buffalo, with the exception of bicycle accessories and coaster brakes are all illustrated and described in their newly issued catalogue "A." The goods shown include bathroom accessories, molding hooks, steel squares, mincing knives, cleavers, wrenches, garment hangers, etc. The catalogue is 7x5 inches, 20 pages and cover. Copies will be mailed free upon request.

Made in Canada Hammocks.

The Dominion Hammock Manufacturing Company, Dunnville, Ont., have issued a catalogue describing their different styles of hammocks. The goods they make are "Made in Canada," and as now is the time that dealers should stock up with this class of goods, merchants handling this line would do well to send for their illustrated catalogue before ordering.

Seasonable Wire Goods.

The Wire Goods Company, Worcester, Mass., have issued a spring supplement to their catalogue No. 6. Coat hooks, garment hangers, egg whips, loop fly killer, screw drivers, iron stands and kitchen utensils are described and illustrated. A copy will be sent to any in the trade upon request.

Household Specialties Hanger.

The Collins Manufacturing Company, 34 Adelaide street west, Toronto, have issued a hanger describing the many household articles and tin specialties they manufacture. The hanger will be sent to any address upon request, and it will be very handy for reference.

Spring Sporting Goods.

H. S. Howland, Sons & Co., Limited, Toronto, who recently took up a wider line of sporting goods, have in their newly issued catalogue twenty, prepared a handy reference book for customers ordering baseball and athletic goods, hammocks, fishing and hunting supplies, bicycle accessories, camping outfits. Copies can be had on request.

Iron and steel pipe may be readily distinguished by a flattening test, according to statements made at the meeting of the American Society of Heating and Ventilating Engineers. Soft steel pipe, cut in very short lengths or rings, flattens smoothly and evenly without breaking, while wrought iron pipe usually fractures at two or more places when flattened.

Another Letter to Sherwin-Williams Agents on the *Spring Campaign*

Are you in the thick of the Spring Campaign, fighting for paint and varnish business? All along the line agents who are under way report splendid sales. There's going to be big paint and varnish business for you if you work hard with us for the next few weeks.

Send us a few names of people who expect or ought to paint for our Promoting Department to work on.

Have you used the "Brighten Up" window trim? If not, put it in your window at once.

Have you all your indoor and outdoor advertising displayed? If you need Color Folders, Counter Cards, Posters, Signs, etc., write us.

Are you advertising in your local papers? We have nearly a thousand different electrotypes for newspaper advertising, any of which we will be glad to send you without cost if you will use them.

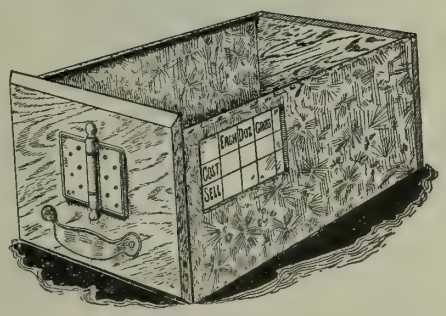
Have you secured some of our new "Brighten Up" folders? Many of our agents have told us this is the most effective paint circular we've issued for a long time.

Are you getting in touch with painters and lining them up on their future jobs? We can help you greatly in this work. Write us about it.

Work with us and make 1908 THE BEST YET.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 85 York St., Toronto, and Winnipeg, Man.
340

P. S.—Any merchant not an S-W. Agent can learn something to his advantage by writing us.



A Shabby Salesman

belittles the merit of his product. He is actually handicapped in explaining the features of his goods—indeed, he can hardly expect to get a hearing from the man who signs the orders.

Just think over the impression made on you by a traveler when he enters your store. If he is neatly dressed, looks pleasant and appears to have confidence in his goods, the chances are he travels for a good firm, and he will get your attention. Goods sampled on your shelf boxes are

Silent Salesmen

if they have a neat and attractive appearance, they will remind customers of many articles they had not thought of buying. Instal a good system of shelf boxes and there will be no more waste time looking for goods, no more dissatisfaction of customers who will not be promptly waited on.

The STRONGEST and NEATEST shelf box on the market is THE BENNETT STEEL HARDWARE SHELF BOX. It has galvanized steel sides and bottom, and oak fronts, hard oil finish. Having steel sides and bottom, it saves 20 per cent. shelf room over the old wooden box. Each box has a price card fitted into a depression on side, so that you can mark the cost and selling price of goods.

WRITE FOR ILLUSTRATED CATALOGUE AND PRICE LIST.

Cameron & Campbell, Sole Manufacturers, Toronto

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

C. J. Moore will erect a sawmill at Prince Rupert.

Proctor, Moore & Stone rented the old drill shed in Stratford and will manufacture corrugated iron sewer tile.

The Imperial Wire and Steel Company, Collingwood, propose to extend their buildings and enlarge their plant.

Cuthbertson & Joseph, New Westminster, propose erecting a shingle mill, and $20,000 will be spent on land and buildings.

The P. R. Cumming factory, Renfrew, has been sold to a company headed by J. E. Barnet, who will manufacture cream separators and other articles.

The Sunbeam Incandescent Lamp Co. are negotiating with Commissioner of Industries Thompson for the purchase of 100 feet of land on Dufferin street. They intend erecting a building costing $80,000 and employ 400 hands.

Active operations will shortly be commenced in the smelter of the Montreal Reduction and Smelting Co., recently erected near North Bay, Ont. It is stated that the smelter will be in operation by May 1st.

Municipal Enterprises.

Preston ratepayers will vote on a by-law to raise $16,000 to construct a sewer system, and $10,800 for waterworks system.

Victoria, B.C., ratepayers will vote on a by-law to raise $70,000 to establish a high pressure system of fire protection.

Railway Development.

Work on the G.T.P. is going ahead fast. It is confidently expected that this year will see trains running from Winnipeg to Edmonton.

The Railway Commission will sit in Toronto early in May to consider the application from the railway companies for an extension of time to build a new union station.

The Canadian Northern will relay the main line from Port Arthur to Winnipeg with eighty-pound rails. This company will have a line in operation between Ottawa and Quebec this year.

A good deal of work will be sub-let on the Kitamaat branch and on the main line east from Prince Rupert of the G.T.P. Work has just commenced on a one hundred and twenty-five-mile section of main line west of Edmonton.

Contracts have been awarded for all sections of the Grand Trunk Pacific between Moncton and a point known as Waymontachene, 196 miles west of Quebec. The distance from Moncton, the eastern terminus of the new Transcontinental Railway to Waymontachene is 656 miles. Between the last-named point and Winnipeg 571 miles are under contract, leaving 576 miles yet to be let. The portions of the line now under contract will cost $44,389,293, and the estimated cost of the portion for which contracts have not yet been let is $19,030,173. From this it appears that the estimated cost of the eastern division which the Dominion Government has undertaken to construct, is $63,409,466. The estimated cost of the prairie section of the Grand Trunk Pacific Railway is $21,872 200, so that the cost of the road from Moncton to the Rockies is estimated at $85,271,666. The mileage of the Grand Trunk Pacific prairie section under contract is 1,014 miles, of which 415 are completed.

Building Notes.

Calgary will erect a civic hospital at a cost of $100,000.

Tamblin & Jones, of London, have the contract to build a new store building on Dundas Street.

Hyatt Bros., London, have been awarded the contract for a new warehouse, to cost $22,000.

Tenders have been called for the erection of the Union Station at Winnipeg, to cost about $1,000,000.

Tenders are being called for by Denison & Stephenson, Toronto, for erection of a four-storey warehouse.

Mills & Nagle, of Ingersoll, have been awarded the contract to build the addition to the armories at Guelph.

J. McDiarmid & Co. has been awarded the contract to build the Winnipeg examining warehouse, to cost $276,000.

Thomas Kelly & Sons, Winnipeg, have been awarded the contract for the erection of the new Nova Scotia Bank building at Winnipeg to cost $250,000.

Companies Incorporated.

The Ever-Safe Horseshoe Company, Limited, has been incorporated with head office at Midland, Ont., and a share capital of $100,000 to manufacture horseshoes.

The Manitoba Glass Manufacturing Company, Limited, has been incorporated, with head office at Beausejour, Man., to manufacture all kinds of glass. Directors are, Jos. Keillack, R. S. Beatty, G. Baham, Ed. Keillack and M. J. Hoban.

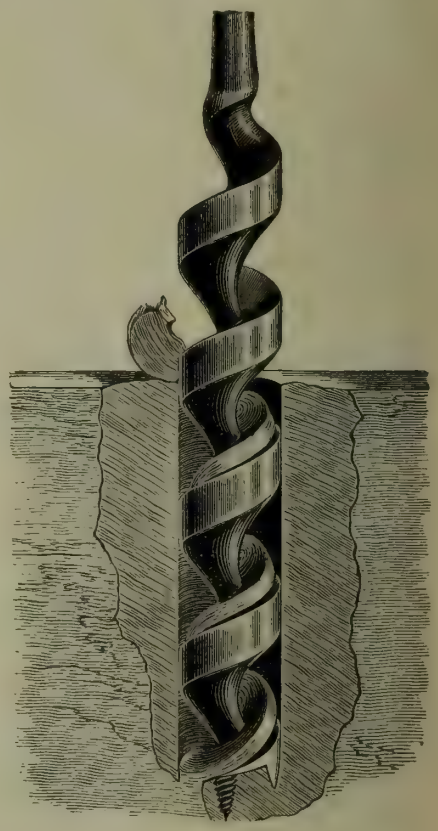
The Sovereign Metalware Company, Limited, has been incorporated with a share capital of $1,500, to manufacture metalware, novelties and household utensils. Head office will be at Toronto, and the provisional directors are J. H. Bramley, P. C. Bramley and S. F. Hayes.

The Reeder Electrical & Manufacturing Company, Limited, has been incorporated with a share capital of $60,000, to manufacture all kinds of electric, gas and other lighting and heating fixtures. Head office will be at Toronto, the provisional directors being A. W. Reeder, R. Gowans, A. E. Bowens and E. H. Wilson.

IMPROVED AUGER BIT.

The Ford patent bit shown in the accompanying illustration, is a tool which has been subjected to thorough testing upon different kinds of wood, and which has a distinguishing peculiarity over other bits, which lies in the twist. This gives it a single cutting edge and a single projecting lip. The thread of the screw point is a continuation of the twist of the upper part, so that one merges into the other.

The concave shape of the upper surface of the twist has the effect of drawing the borings toward the centre or axis of the bit, thus preventing friction



of borings against the sides of the hole, and thereby also preventing choking. For this bit, the necessity of constantly withdrawing for removing the chips does nor exist. The cut shows the self-cleaning action of the tool, and also presents its general shape. The drawing was made from an actual boring with the bit, the hole being made one-half in each of two separate pieces of wood, which were then separated to give the model for the artist, and to show its action.

The bits were tried in different kinds of wood, vertical to the grain, diagonal thereto, and in other ways. The straightness of the hole was also remarked, and the absence of any tendency to split the wood was an evidence of the good clearance. The screw point held its grip very well, no pressure whatever being required for the feed, even in end grain boring. The action of the edge is a true cutting one, not a scraping one. Catalogues can be secured by writing the Ford Auger Bit Company, Holyoke, Mass.

"Dominion Crown"

Polished Sheets
Polished Canadas.

Best Quality and Finish

STOCK AND IMPORT

A. C. LESLIE & CO.
Limited
MONTREAL

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The
Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

45

Hammer the Hammer

The Iver Johnson isn't a bomb—it's a revolver. It goes off only when a revolver should—when you pull the trigger. You can drop it, strike it against table corners, or hammer the hammer, with perfect impunity. But the instant that you do pull the trigger in earnest you will find the Iver Johnson a quick, sure, straight shooter.

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. Advertised in all the big magazines and sportsmen's periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

THE WANT AD.

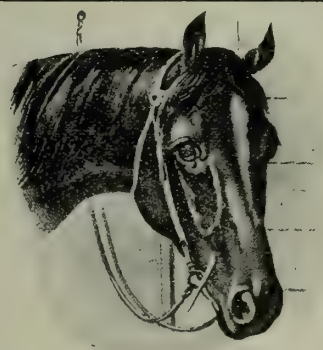
The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



M.R.M. CO.

New Cold Process
Horse Nails

Success attended the introduction of our Cold Process Horse Nails from the very first.

We felt sure that it would.

There is every reason for it.

We use the best material that can be secured. Every care is taken in their manufacture. Inspection is thorough.

There is profit for you in handling our **New Cold Process Horse Nails,** and a quality you can pin your faith and reputation to.

We shall be glad to send samples.

The Montreal Rolling Mills Co.

Storage For Western Grain

Suggestion That Railways Be Compelled to Build Elevators at Important Points.

By our Sp cial Winnipeg Correspondent.

With a deputation of grain growers at Ottawa clamoring for Government-owned interior elevators and a certain amount of support for their contention being afforded by elevator owners who would not mind unloading on the Government a number of the present houses, it seems opportune to discuss the question of interior storage for grain.

During the crop year of 1906-7, which extends from the 1st of September to the 31st of August, there was inspected at Winnipeg 73,824,480 bushels of wheat. Of this amount 64,138,723 bushels passed through elevators, and 9,685,757, or a little over 12 per cent., was loaded either over platforms or direct from vehicles into cars. This goes to show that with the ever increasing production of wheat it is only possible for a very small portion of the crop to be shipped in this way. Even the small percentage shipped as above, was said by the railway companies, and with considerable evidence on their side, to have very materially delayed and hampered their equipment.

It would not be reasonable to expect that so large a crop could be marketed without friction between buyer and seller, but the friction and agitation has gone on for years and is yearly growing worse. The present elevator system does not seem to meet the demands of the people and the clamor for Government-owned interior elevators has become an importunate cry. The grain growers have tried the provinces for Government-owned elevators and have been told they had no power to grant the request and now they are tackling the Dominion Government on the question, for what they seem to imagine would be a panacea for all their grievances, but which would be much more likely to prove a white elephant to the Government without any corresponding help or relief to the farmers.

There is no doubt the elevator system, at the present time, is not satisfactory to the farmers, nor indeed is it satisfactory to very many of the elevator owners. When the system was inaugurated it was introduced by Sir William Van Horne. The C.P.R. at that time was hard up and had no money to build storage for the ever-increasing volume of wheat, and inducements were given private individuals to erect elevators where millions of bushels of grain could be stored until such time as the railway company got ready to haul it out. It was a great assistance to the railway to have these elevators built, and as they were a monopoly they were very profitable to elevator owners But, like all monopolies, they waxed fat and oppressive, and after the celebrated Elevator Commission had made its report the Grain Act was passed, giving to the farmers the right to ship over loading platforms, etc. Later the act was amended regulating the distribution of cars and it was not until that amendment that much was heard about special binning. Up to about 1904 grain was very generally stored "by grade" storage receipts, but about this time, when the car distribution clause was to be strictly enforced, elevator men began to declare their inability to longer store wheat in that way owing to the uncertainty of getting cars to get it out, and about the same time also came a very general demand for special binning of wheat. Very few of the old elevators were erected with a view to special binning, indeed, they were nearly all erected to permit of grain stored "by grade." In the latter case the elevator would have eleven or twelve bins, including the shipping bins. In the former case there would be twenty-eight or thirty bins, including shippers, each bin capable of holding about a car-load. The cost of constructing a special bin elevator is about one-third more than the cost of the ordinary "by grade" elevator. The elevator trade, as a rule, have been quick to adapt themselves to any new requirements, but they have not met this change of conditions, claiming that it was impossible to do so for lack of funds. The more recently-erected elevators have, in the main, complied with the new requirements, but they form but a very small proportion of the whole.

It has been claimed, and to me, at least, with every show of reason, that the railways should provide storage for wheat just as they do for every other class of freight, even to the erecting of huge freight sheds for the storage of many cars of agricultural implements. The railway companies enjoy and always will enjoy a monopoly of the grain haulage of this country. There are no big rivers, inland lakes or canals to compete in getting the wheat off the prairies and down to the lake front, or to the Hudson's Bay. The shortage of equipment for moving the crop is a perennial grievance and this lack of equipment has been a tremendous loss to the western farmer, hence the idea of compelling the railways, by law, to furnish additional grain-handling facilities. The general concensus of opinion in the west in that 66 per cent. of the crop should reach Fort William before navigation closes. Even the railway companies are disposed to admit this, but at present it looks as if it would be a long time before this desired goal would be reached. A solution of the difficulty, which, it is understood, has already been suggested to the Dominion Government by a man well posted in the whole situation, and a solution that would meet with the hearty endorsation of all but the fanatics on Government ownership of interior elevators, is that the Railway Act be so amended as to compel all railways operating in the Manitoba grain inspection division to build at their own expense and operate a 25,000-bushel special bin storage elevator at each grain shipping point where the production would warrant such a building. If one of these elevators was erected at each important grain shipping point, it would go far to restore confidence on the part of the farmers as the railway companies would only operate these houses as grain storage elevators, there would be no ground for the charges of unfair rates, undue dockage, etc. Not only would these elevators, in themselves, be satisfactory, but they would establish a very high standard which every elevator company having a house at the same point would be absolutely obliged to live up to. It would only be fair for the railways to give this service, they would get the usual compensation for handling the grain which would give them a profit. They control all the transport facilities and any number of gravel pits and the like, so that construction of the houses could be made at the lowest minimum cost. They would gain in the matter of reducing, if not entirely abolishing, the loading over platforms, which is a very great nuisance, resulting in delays of all kinds. It would not be difficult for the railway companies to raise the money to erect these houses, and neither would they take long to construct.

This is a matter that every merchant, as well as every farmer, is interested in. It is a matter that should be given careful and thoughtful consideration and when a man has made up his mind he could do much to forward the scheme by talking it up and bringing to the minds of the farmers in his vicinity the advantages of this method over that of Government-owned interior elevators.

As to the Government ownership of terminals, it is pretty safe to say there is only one opinion on that question in the west to-day. That is that the Dominion Government should own or have absolute control of all terminal elevators, if the identity of our wheat and the standard of grades is to be preserved.—H.

LETTER BOX.

Portable Bake Ovens.

Phillips Bros., Havelock, Ont., write asking for the name of a firm who make portable bake ovens suitable for bread-making and the name of a firm manufacturing iron ladders for the outside of buildings.

Gurney Foundry Company, Toronto; M. P. Warren, 90 York St., Toronto; and the Middleby Oven Co., Boston, Mass., manufacture the bake ovens, while the Dennis Wire and Iron Co., London, are leading manufacturers of iron ladders.

Dustless Ash Sifter.

J. H. Worsell & Son, Goderich, Ont., write asking the name of a firm making a dustless ash sifter.

J. P. Wilson, Queen St. west, Toronto, manufacture a dustless sifter, known as the "G.B." sifter.—Editor.

News of the Paint Trade

SCIENTIFIC TESTING OF PAINTS

Some interesting paint tests are taking place at Atlantic City and Pittsburg, the greatest care being taken to render them impartial and exact. Many doubtful points are expected to be cleared up, and the paint industry, generally, should be greatly benefitted thereby. Anything that helps to improve the efficiency of paint preparing, and to put the industry upon a higher and more scientific basis should be welcomed by paint manufacturers all over the world. The work at Atlantic City is under the supervision of a committee from the American Society for Testing Materials, and the work at Pittsburg is supervised by the Carnegie Institute.

A board fence has been erected in each case, and primed with mineral paint. Panels of Dutch weatherboarding were prepared from yellow pine, poplar and cypress, each piece of lumber used in these panels being inspected by a professional lumber inspector, those accepted by him being branded and the rest rejected. It throws an interesting side light on modern painting conditions to know that about 50 per cent. of the lumber received from the mills was rejected as unfit.

The painting of the panels was done under cover. The formulas are prepared in three colors, white, light yellow and light grey. Each of these colors in each formula is applied in duplicate to each class of wood. There are thus, for example, two panels each of cypress, yellow pine and poplar painted in white, with the formula composed of equal parts each of hydro-carbonate white lead, zinc oxide and barium sulphate (the familiar old "one-third each" formula), and these are duplicated in yellow and grey prepared on the same white paint base.

The formulas were ground by various manufacturers, the preparation of each being confided to the manufacturer presumably most familiar with the technical procedure of that particular type of paint. To each formula an identifying number was given, and as completed they were shipped in gallon cans to the chairman of the supervising committee, bearing only the formula number and the name of the Paint Manufacturers' Association. Analyses of the vehicles, including the dyers used, were also furnished, together with a sample of the dryer, for further analysis in case of necessity.

After the priming coat has been applied and allowed to dry a black cross is stenciled on the centre of each panel. The degree to which this cross is obscured by the second and the third coat respectively indicates the relative opacity of the paint.

Effect of the Sun.

About one week was allowed for drying between coats, the inspectors alternating between Atlantic City and Pittsburg, and thus keeping the two tests in progress at the same time.

After complete drying of the third or finishing coats the panels were fastened to the fence by means of brass screws. This will permit their removal for laboratory inspection at any time. At one corner of each panel a small plate of clear glass and a duplicate plate of orange glass in a wood frame has been securely attached and sealed so as to exclude atmospheric agencies while allowing the light to reach the painted surface below. By this means it is expected to ascertain what effect, if any, the actinic rays of the sun have upon the durability of a paint film. The duplicate panels bearing the same paint formulas are placed one on each side of the fence so that each undergoes an eastern and a western exposure.

Before the application of the paint each panel was carefully photographed on a fixed scale, with the lens stopped to 164 so as to secure detail, and these photographs filed for future reference.

The fence will be inspected by the sub-

LISTEN !

If you want to stock the varnish that will bring customers back to your store for more varnish, and tell their friends where to get good varnish.

That varnish is undoubtedly

Elastilite Varnish

FOR OUTSIDE OR INSIDE

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

committee at intervals of about six months, and each member will be provided with blanks upon which to record his individual judgment, the entire set of blanks being filed with the chairman of a selected committee, for his guidance in making his annual reports to the association.

LAYING ON OF ENAMEL.

Enamels placed on copper and brass tubing have shown that objectionable deposits are not only less in such cases owing to the smoother exposed surface, but that such deposits as are unavoidably precipitated by boiling water are more easily removed than from unprotected, rough or oxidized surfaces of steam and conduit pipes. The surfaces to be enameled are first thoroughly cleansed by the removal of adhering particles by means preferably of sulphuric acid used in proportions of 1 of acid to 20 or 22 of water, and repeatedly flushed with the solution and cleansed with rotary cylindrical brushes of steel wire and stiff bristles. The laying on of the coating of enamel is done by means of softer brushes, slightly less in size than the inner circumference of the tubing to be glazed. The enamel is thoroughly dried and allowed to set, and then placed in a muffle of suitable length in such a way that the tubes are readily turnable with tongs grasping the exterior of the tubes.

The ground enamel is so composed as to require a higher temperature than the second layer of enamel, and repeated turning of the tubes, to effect an equal distribution of the coating, is necessary. Especially is this the case in laying on the second coating, so that the mass shall not leave bare spots.

The following formulae will show the correct proportions to use for the first and second coats: First coating—Silica 34, borax 15, soda 2. Second coating—Feldspar, 34, silica 19, borax 24, oxide of tin 16, flour spar 4, soda 9, nitre 3.

THICKENING IN RESIN VARNISH.

The hardening of resin varnish by means of lime may result in the thickening of the product, unless the operation is performed with the requisite precaution. Thus, if the temperature be insufficient, only part of the lime will dissolve, the insoluble portion forming thick lumps which settle down when the varnish is thinned with the diluent. On the other hand, too little lime will leave the resin insufficiently hardened, and therefore it will remain tacky when dry, whilst an excess of lime causes the mass to thicken considerably, and require timely treatment with linseed oil, wood oil, or resin to restore its fluidity.

The following recipe will be found to give satisfactory results: 10 parts of American resin, ¾ part of marble lime in powder, 5 parts of linseed varnish or wood oil, 5 parts of oil of turpentine, and 5 parts of turpentine substitute. The resin is heated to 270 degrees C. in an enamelled cast-iron pan, and the lime is added in two portions, heating being continued until a thick, strong crust forms on the surface of the resin. The oil is stirred in and the whole is heated till it froths up and a skin forms again. The pan being taken from the fire and left to cool, the contents are diluted, first with the oil of turpentine and then with the substitute. If a more consistent varnish is required, 0.35 parts of litharge may be added at the outset, when the temperature has reached 230 degrees C. If added after the lime, the litharge would greatly thicken the mass. Wood oil is preferable to linseed oil in making these varnishes.—Farben Zeitung.

THE SPOTTING OF VARNISH.

It appears to be generally conceded by the most careful observers and conservative writers on the subject that mud spots appear with greater frequency on a high-grade body-finishing varnish than with the quick hard-drying varnishes; or perhaps we might say, the varnish containing the greater amount of linseed oil, and therefore a greater degree of elasticity, is the most sensitive and requires more careful attention, frequent washing with pure cold water, etc., says a writer in an American exchange. For what purpose? Primarily to hasten the hardening process and guard against mud spotting, or loss of lustre caused by allowing mud to dry on the work and "suck the oil out of the varnish." Does anyone know this to be a positive fact, that the mud does actually suck the oil out of the varnish? "I hae me doots aboot it."

The same effect may be produced by placing a newly finished panel in a horizontal position, pour a small puddle of water on it about the size of a silver dollar and allow it to stand over night, or till the water is all evaporated. The same dull whitish looking spot will be produced as in the case of allowing a spot of mud to become dry before removing it. Does the evaporation of clear water from a varnished or painted surface suck out the oil?

Rather, I should say, a part of the water had penetrated the varnish shell or outer portion, united with the soft or undried part underneath, thereby producing a milky appearance or whitish spot.

Sunlight and fresh air is the great restorer for such spots, and this would appear to bear out the truth of the assertion.

This idea that a spot of mud will suck the oil out of varnish as it dries may be ingrained in our consciousness through some early experiences, such as applying a handful of mud or wet clay to the affected parts after an investigation of a bumble bee's nest. Then, again, we know that a wet poultice will bring some disagreeable things to a head.

However, in the paint business moisture is the greatest enemy we have to contend with and in the consideration of paint or varnish as a preservative coating, also the problem of spotting, we must take into account the fact that any newly painted or varnished surface is not, strictly speaking, impervious to moisture, and there is good ground for the belief that the outer shell or part first affected by the natural drying process or oxidizing of the oil is full of very minute openings—they might be termed breathing holes—which allows the continuation of the oxidizing or hardening process until the whole mass of paint or varnish becomes solid and the breathing holes have become practically closed.

CAN YOU DO BETTER

Than handle LIQUID "ENGLISH" PAINTS ?

A Paint that is made right here in Canada, and made RIGHT, here in Canada.

A Paint that you can always get any of the 45 shades right away in any quantity.

A Paint that sells on sight.

A Paint in which the only White Lead used is Brandram's B.B. Genuine.

Ask us to-day why it would be profitable for you to Handle "ENGLISH" LIQUID PAINTS.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., Winnipeg,
Distributors for Western Canada

You Can Increase Your Paint Sales

very materially by handling

Moore's Pure Linseed Oil H.C. Paint

FOR THESE REASONS—The price is moderate; the quality absolutely the highest. Compare our prices with others And also ***compare our quality*** with others. If you paint a clean board with one coat of Moore's Paint, and place it beside a clean board painted with one coat of ***any other brand*** your own eyesight will be the strongest argument in favor of MOORE'S H. C. PAINT. Just try it! When you want the Painter's trade start to sell

Muresco the Best Wall Finish

Ask us to send you bona fide testimonials from all over the country, extolling Muresco as the best water color wall finish on the market.

Benjamin Moore & Co., Limited

New Office and Works: Toronto Junction, Canada. New York, Chicago, Cleveland, Carteret, N. J

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

"Don't Be Penny Wise and Pound Foolish"

A green that turns to a muddy dark color is expensive at half the price you pay. Its life is short so instead of saving on your purchase you have incurred an expense. There is one green that is made to stand the weather.

LUCAS' IMPERIAL FRENCH GREEN

JOHN LUCAS & COMPANY,

328 Race Street, PHILADELPHIA, U.S.A.

Paint and Oil Markets

TORONTO.

Toronto, April 17.—The cold weather during the past week has caused a slackening in trade, but orders are again coming in freely. White lead is selling in satisfactory quantities, although some jobbers feel that their customers are likely to be caught short by running along with small stock. Booked orders for white lead were at a premium last fall, the feeling that prices should be lower, and disinclinations on the part of retailers to tie up money in stock, preventing any booked business being done. As a result, there should be a large sorting trade all through the present season.

The linseed oil situation this spring has been rather peculiar, local jobbers blaming Montreal crushers for coming into the market and breaking prices after the bulk of the business had been booked. Retailers have come back on the jobbers declining to accept shipments at the price the orders were booked at, claiming that they were guaranteed protection against a decline. Jobbers, on the other hand, had every reason to believe that linseed oil would be high this year, and they stocked large quantities. They contend that no guarantee of protection was given retail buyers, and, as a matter of pure honesty, retailers should accept shipments of the oil booked for delivery on April 1. This question of protection against lower prices has been thrashed out on different occasions, with the usual result that the jobbers have given in to the retailers. The loss, however, means considerable to the jobbers.

Turpentine—Prices in the South have declined, and if the market does not strengthen further shading will be done on local prices. At present, however, the majority of the dealers are still quoting 77c, with Montreal houses as low as 75c.

Linseed Oil—Conditions are practically the same as a week ago, the demand is active and price cutting amongst the crushers forces us to quote a range of prices the same as last week: Baden oil, in single barrels, 57c; two to four barrels, 56c. Montreal oil is quoted 2c lower. Add 3c for boiled oil.

White Lead—A good trade is being done, but with dealer's stocks low there should be a heavy sorting business from now on. We quote: Canadian Pure, $6.15; and No. 1, $5.90.

Red Lead—A fair demand exists at unchanged prices. We quote: Genuine, in casks, at $5.00 to $5.25, and in kegs, $5.50 to $5.75.

Paris Green—Inquiries for paris green are increasing, and the prospects are for a brisk sorting demand for the next few weeks. We quote: In barrels, 24½c, and in 25-lb. drums, 25¾c.

Glass and Putty—Orders for glass are being received in seasonable quantities and unchanged prices. Putty is also in good demand, our quotations being: Bulk, in barrels, $1.70, and bladders, in barrels, $1.95.

White Zinc—A fair trade is being done with prices the same. Pure in oil in 25-lb. irons, 8½c; Extra Red Seal, V.M., dry zinc, 7½c.

Varnish and Floor Stains—The retail trade is experiencing a lively demand for such house cleaning lines as shellac, enamels, varnishes, floor stains, etc. Sorting orders for these lines are being included in most jobbers' shipments.

Petroleum—We continue to quote: Prime white petroleum at 13½c; water white, 15c; and Pratt's Astral, at 17½c. Benzine, in single barrels, 18c per gallon, and motor gasoline, 18c.

MONTREAL.

Montreal, April 16.—A seasonable briskness seems to dominate all branches of the paint and varnish trade this week. Weather conditions are moderating, and with the lower rates now prevailing to various localities, business has been stimulated particularly in heavy goods. Dealers report that conditions are improving, and as the sun makes more and more evident the weather stained state of fences, walls, etc., the demand should be stimulated.

Turpentine—This article is experiencing a good demand, and prices, in consequence, are being well maintained. We continue to quote 75c for single barrels.

Linseed Oil—There is still a feeling of weakness in this line, but not enough to warrant any change in quotations. The crushers seem disposed to shade quotations slightly for round lots, but jobbers do not show any tendency to recede from present figures, which are: Raw, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c; boiled, 1 to 4 barrels, 56c; 5 to 9 barrels, 55c.

Ground White Lead—The present price of ground white lead seems to be stimulating buying, and heavy shipments denote an improvement in conditions all the way round. We repeat quotations as follows: Government standard, $6; No. 1, $5.75.

Red Lead — Anticipations in some quarters as to the amount of red lead which would be sufficient to last until the opening of navigation have not been realized, and there seems to be a shortage of genuine red lead in casks. We continue to quote. Genuine red lead, in casks, $5.50; in 100-lb. kegs, $5.75; in less quantities at $6.50 per 100 lbs.; No. 1 red lead, casks, $5.25; kegs, $5.50, and smaller quantities, $6.25.

White Zinc—The demand is light, and there is no change to note: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc ground in oil: Pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—Shellac gums are again lower, and the varnish trade in the States is apparently extremely light, as New York holders of varnish gums seem very anxious to make sales.

Putty—There is a fair demand without any change. We continue to quote: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case) $2.15; bladder putty, in barrels, $1.95.

THE SPRING

is presumably the BEST TIME to paint, before the dust arrives. After the disappearance of cold weather, the absence of a muggy, steamy atmosphere facilitates paint drying, and one is in a jolly mood to wield the brush!

Take an hour in the PAINT and VARNISH department and note in your "WANT BOOK" deficient lines of MARINE PAINT, SPAR VARNISH, MUNRO'S COPPER PAINT, DRY COLORS, COLORS IN OIL, COACH COLORS, WHITE LEAD, WAGGON PAINT, WOOD STAINS, HOUSE and CARRIAGE VARNISHES, BUGGY and SLEIGH PAINTS, READY-MIXED PAINTS, especially the FLOOR PAINTS. Now turn to BARN PAINT, STOVE PIPE VARNISH, ALUMINUM and GOLD PAINT. Look into ASBESTOS STOVE LINING, KALSOMINE, and don't forget the PUTTY.

One or **two** lines should be singled out and pushed **every day** by what is called in England "the **introduction method.**" This means: after a customer has made an ordinary purchase, you tactfully and "with winning grace" show him a small tin, say, of the **Canada Paint Company's Aluminum Paint**, and remark, "Have you seen our **Silvery Aluminum Paint?**" Show it off by painting a few strips of stove pipe iron. **Don't** be too obtrusive, but enlarge upon its merits. Now hand out a **C. P. Co.'s liquid paint folder** and sweetly invite the customer to **"come again!"** Change your specialties **each day**, or at least **every other day**. Keep a bright **look out for casual telephone orders**, and make a list of your **largest regular buyers**, and call them up, at least **once a week**, for **"anything on the list, please?"**

Having done all this, mail a nicely assorted order to WHERE IT WILL BE APPRECIATED, that is to say to

THE CANADA PAINT COMPANY LIMITED

SHOW IT UP!

Every agent for Ramsay's Paints has a set of Paint cards, that will bring trade to his store, wherever he shows them. They are full of suggestions for painting and choosing of colors. Agents for

RAMSAY'S PAINTS

show up your cards! If you want more, write us. If you want help to secure orders, write us. We are helping others all over Canada to-day and they are getting orders straight through our helps, that might go to other stores. We make a rule to put Ramsays' agents in front for all paint orders.

Have you Ramsay's Catalogue?

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

THE PRICE OF PAINT

has a great deal to do with your Spring profits. Why not handle a paint at a price which will encourage sales?

New Era Paint

is the equal in quality to any prepared paint on the market. It will give your customers lasting satisfaction. Its moderate price and its high quality will increase your paint sales.

COLOR CARDS AND PRICES ON REQUEST

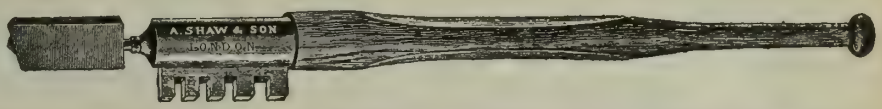
Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO - VALLEYFIELD MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

IT CERTAINLY WASN'T

a Sanderson-Harold Fly Screen that gave your customer so much trouble. It was the ordinary kind that refuse to open or shut without herculean effort—and then open or shut suddenly to the detriment of your customer's fingers and temper.

Because **SANDERSON-HAROLD Screen Doors and Windows**

are made right. Moreover, they are nicely finished and prices are the closest.

You can prove this by writing us to-day.

SANDERSON-HAROLD CO., LIMITED
Paris - Ontario
Don't forget "OPALITE" Refrigerators

ESTABLISHED IN 1796

English Varnish
For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

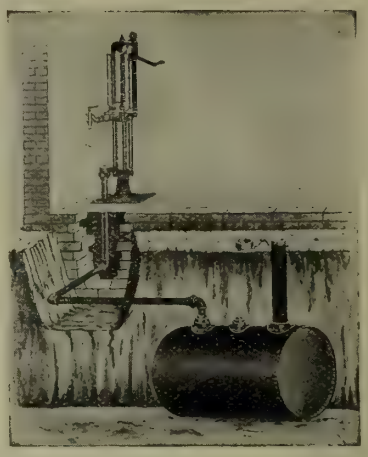
Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Statistics show that 50 per cent. of those who handle gasolene suffer by it at some time.

It is a fact that gasolene stored in a Bowser tank has never caused a fire or explosion.

The moral is plain—you are running a great risk if you handle gasolene without a Bowser.



Cut 42—Long Distance Outfit for Gasolene

So send for Bulletin 205, which describes and illustrates the different Bowser styles. It will pay you to read it.

S. F. Bowser & Co.

LIMITED

66-68 Fraser Ave. - - - - Toronto

A Stream of Orders

Spring will soon make it interesting for Paint Dealers.

There will be a long string of orders for somebody and the dealer who is well known and whose goods are well advertised is the man who is going to get his share. Handlers of

Martin-Senour Paint

will not go begging for trade—the reason? Because the Martin-Senour Co. is back of them using its powerful advertising force in exploiting their goods and backing it up with goods of a quality that defies competition. If a proposition for more trade and increased profits would interest you—write to us. Do it today.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

TRADE MARK KEYSTONE BRAND REGISTERED

BROOMS

For general satisfaction there is no line of Brooms on the market to equal the Keystone Brand. The various grades are not made one quality to-day and another to-morrow. When a customer orders **Sterling** or **Klondike** Brooms, he knows that he can rely upon the weight and quality being up to the standard. They always please.

MANUFACTURED BY

Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

Iron and Steel

Can be absolutely protected against Rust and Corrosion by painting with

ESCO STEEL COATING

Samples and full particulars from

Eadie-Douglas Co.

22 St. John Street,

MONTREAL

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving

and

Insulating Purposes

Apply to

Lucien F. Ambard & Son,

Port-of-Spain, Trinidad, B.W.I.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE **Imperial French Green** of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED **English Varnishes** of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

There's Money in the Roof!

Not much in one roof, perhaps but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

April 17, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 10
Hallett'	0 10

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates. 3-16 inch.....	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	9 00
" 2 " ..	....	9 10
" 2½ " ..	10 50	12 00
" 3 " ..	12 00	13 50
" 3½ " ..	15 00	16 70
" 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in..	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

	Montreal	Toronto
Casting ingot.....	....	14 00
Cut lengths, round, bars, ½ to 2 in...	....	23 00
Plain sheets, 14 oz.....	....	21 00
Plain, 16 oz,, 14x48 and 14x60	....	21 00
Tinned copper sheet, base	....	24 00
Planished base.....	....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

10 gauge	2 60	2 65
12 gauge.....	2 60	2 70
14 "	2 50	2 45
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 65
26 "	2 65	2 80
28 "	2 70	2 95

CANADA PLATES.

Ordinary, 52 sheets	....	2 60
All bright "	....	3 60
Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage 16-20	Queen's Head 3 85	Fleur-de-Lis 3 70	Gordon Crown 3 95	Colborne Crown Gorbal's Best ....
22 - 24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. ..... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	22 00
Middlesboro, No. 3 pig iron	20 50	21 00
Summerlee, No. 2 "	25 00	24 50
Carron No. 1	25 50	....
Carron No. 3	22 75	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1	....	24 50
Radnor, charcoal iron.....	30 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb.....	1 90	2 00
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 10	2 50
Sleigh shoe steel	2 05	2 30
Iron finish machinery steel (domestic)	2 10	2 30
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 05	2 50
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 50	2 80
Mining cast steel....	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel		0 08
Corona tool steel	....	0 06½
Silver tool steel.....	....	0 12½

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 50 $33 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	6 75	7 00
" 14x60, "		
" 14x65.		

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.....	4 00	4 00
Bar, "	4 40	4 35
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 25
Sheets, 3 to 6 lb. "	5 75	6 00

Cut sheets ½c. per b., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 00	5 00
Domestic	4 75	4 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead.....	0 02¾	0 02¾
Scrap zinc	0 03	0 03
No. 1 wrought iron . .	12 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate.....	12 00	11 00
Malleable and steel	9 00	8 00
Old rubbers....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work. discount 50 per cent.
Fuller work, 70 p. c.; basin cocks, 75 p.c.
Flatway stop and stop and waste cocks, 50 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	2 00	
No. 4 " " ..... "	1 80	
No 7 Fuller's..... .... "	2 00	
No. 4½, " .... "	2 15	
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20	
Patent Compression Cushion, bath cock, No. 2208	2 35	

Square head brass cocks, 50; iron, 55 p.c.
Thompson Smoke-test Machine $15.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon. Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 00	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 05
½ "	2 72	½ "	3 57
¾ "	3 68	¾ "	4 83
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 50	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 15	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 55	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	....	0 40
2-lb. or over ..... "	....	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping.....	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead.....	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 09
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons.....		0 (4½

GLUE.

Domestic sheet, in barrels ...	....	0 09½
French medal "	....	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels..... ...		0 24½
25-lb. drums.....		0 25½

PIGMENTS.

Orange mineral, casks.....	....	0 09
" " 100-lb. kegs .	....	0 09½

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan Handles, Highly Finished Blades.

Write for Trade Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" " Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
P. D Dods & Co's "Island City"		1 50
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls	1 70
Bladders in bbls	1 95
25-lb. tins	2 05
Bulk in 100-lb. irons	1 95

SHINGLE STAINS.

In 5-gallon lots	....	0 85

SHELLAC.

White, bleached	2 25	2 50
Fine orange	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13½
Water white "	....	0 15
Pratt's a tral "	....	0 17½
Castor oil, per lb	0 09½	0 11½
Motor Gasoline single bbls	..	0 18
Benzine, per gal single bbls	....	0 17
Turpentine, single barrels	0 75	0 77
Linseed Oil, " raw	0 53	0 57
" " boiled	0 55	0 60

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	...	6 00
No. 1 Canadian	....	5 75
Munro's Select Flake White	....	6 25
Elephant and Decorators' Pure	....	6 15
Tiger Pure	...	6 25
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	7 25
"Anchor," pure	....	6 15
Ramsay's Pure Lead	....	6 25
Ramsay's Exterior	....	5 75
"Crown and Anchor," pure	....	6 50
P. D. Dods "Island City" pure	...	6 50
Sanderson Pearcy's	....	6 25
Robertson's C.P., lead	....	6 25

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 00	5 25
Genuine, 100 lb. kegs, "	5 50	5 75

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 85	8 0
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 70
Gilders bolted in bands	....	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	..	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	....	0 08½
No. 1, " "	....	0 07
No. 2, " "	....	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No. 1	....	0 90
" " union	....	0 80
Light oil finish	....	1 40
Gold size japan	....	1 80
Brown japan	....	0 95
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 80
No. 1 "	....	2 50
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal	....	2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish	....	2 00
"Kyanize" Interior Finish	....	2 40
"Flint-Lac," coach	....	1 80
B H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.	....	2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 4 cent.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt per ton		55 00
Heavy Straw Sheathing per ton		40 00
Dry Surprise		0 40
Dry Sheathing per roll, 400 sq. ft.		0 32
Tar " " 400 "		0 40
Dry Fibre " 400 "		0 50
Tarred Fibre " 400 "		0 60
O. K. & I. X. L. " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels per gal.		0 15
Roof " small packages "		0 20
Refined Tar per barrel		4 00
Coal Tar "		3 50
Coal Tar, less than barrels per gal.		0 15
Roofing Pitch per 100 lb.	0 75	0 80
Slater's felt per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		42 50

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood	..	3 40
"Iron Clad" cotton		2 10
Iron Clad" paper	....	2 15
wood	....	2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4"x3", ex wharf	..	35 00
Stable pavers, 12"x6"x2", ex wharf	..	50 00
Stable pavers, 9"x4½"x2", ex wharf	..	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge— under 12 in. per 100 lb.	....	4 75
over 12 in. "	....	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples— ¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	....	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz.	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40	
" " 2, "	4 80	
Barrel Underhill	5 05	

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33½ per cent.

PICKS.

Per dozen	6 00	9 00

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century. $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium. $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $3; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, nominally 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00
Berg's, each..... ..... 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross 9 00
" " ¾ " .... " 10 00
" " ⅞ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $3.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $3.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Look, Andrews'..... 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10¾
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..... .... 0 13½
Berg's, per lb..... .... 0 12½
Brook's..... .... 0 12¾
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... ..... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common	Per cent.
" " ½ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ½ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"O" brand, list March 2, 1903, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅞ diameter, per $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 37½ per cent.
Bench, wood .....per doz. 3 25
" iron ..... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent, Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros. "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

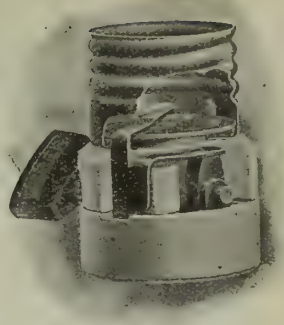
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?



MUNDERLOH & CO., MONTREAL

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	....	1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined ..... per doz.	2 20	5 60
Galvanized ..... "	1 87	3 85
King, wood ..... "	2 75	2 90
King, glass ..... "	4 00	4 50
All glass ..... "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ..... per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished ....per set		0 90
" No. 50, nickle-plated, "		0 95
" handles, japaned, per gross		9 25
" " nickled, "		9 75
Common, plain		4 25
" plated		5 50
Asbestos, per set	....	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3 30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVESTROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast ...per doz.		6 50
Lift Tubular and Hinge Plain, "		4 75
No. 0, safety ..... "		4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch ..... " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common .....per doz.	1 32	
7-inch ..... "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras; In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00	
Galvanized, plain twist	3 35	

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and '900" mops	1 25	
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style .....per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style .....per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz	1 10	3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	65

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6 50.

WRINGERS.

Royal Canadian, 11 in., per doz. ...	35 00
Royal American, 11 in. ..	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	2 25	
Small heel .... "	4 50	

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's ..... "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw .... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout ...	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10	
Pure Manilla	0 13½	
"British" Manilla	0 11	
Cotton, 3-16 inch and larger ...	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea	0 16	
Jute	0 09	
Lath Yarn, single	0 09	
" double	0 10	
Sisal bed cord, 48 feet .....per doz.	0 65	
" " 60 feet ..... "	0 80	
" " 72 feet ..... "	0 95	

Twine.

Bag, Russian twine, per lb.	0 27	
Wrapping, cotton, 3-ply	0 25	
" " 4-ply	0 29	
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita .....per lb.	0 25	0 37
Hindostan ..... "	0 06	0 10
" slip ..... "	0 18	0 20
" Axe ..... "	....	0 10
Deer Creek ..... "	....	0 10
Deerlick .... "	....	0 25
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas ..... "	....	1 50
Water-of-Ayr .... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton ...	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and over		28 00

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High-grade and exceedingly Presentable.
REPRESENTED BY

H. F. McIntosh & Co.
51 Yonge St.
TORONTO, ONTARIO

Write for Catalogue

UP-TO-DATE

BUILDERS' HARDWARE

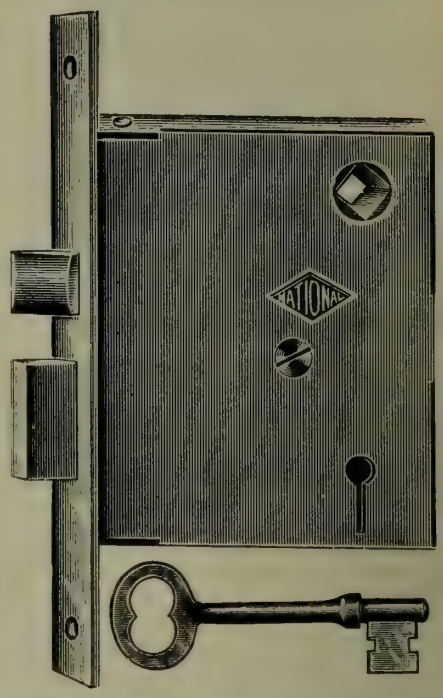
is what we lead in. You can sell our Pressed Steel Goods, Lock Sets in Cast Bronze and Stamped lines, quicker than any other line.

Cut shows our special thin

MORTISE LOCK

adapted for light, thin doors, yet as strong as a much heavier lock.

Ask your Jobber for "National" Goods.



National Hardware Co., Ltd.
Orillia, Ontario, Canada.

'ATLAS' The Brand

IS THE BEST IN THE MARKET

Scotch Glue

SOLE MANUFACTURERS:

QUIBELL BROTHERS, Limited, Newark-on-Trent, England

Ford's Auger Bit is an all-around Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only a line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT COMPANY, 108 Cabot Street, Holyoke, Mass., U.S.A.

No. 5441

HUBBELL SHADES AND SHADE HOLDERS

ARE

O. K.

YOU WILL FIND

IT PAYS ALWAYS

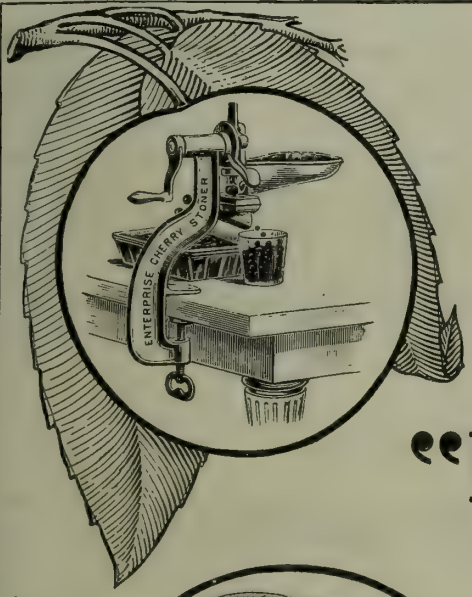
TO

GET THE BEST.

It means general satisfaction on all sides.

No. 5339

The R. E. T. PRINGLE CO., Limited MONTREAL, QUE. WINNIPEG, MAN.

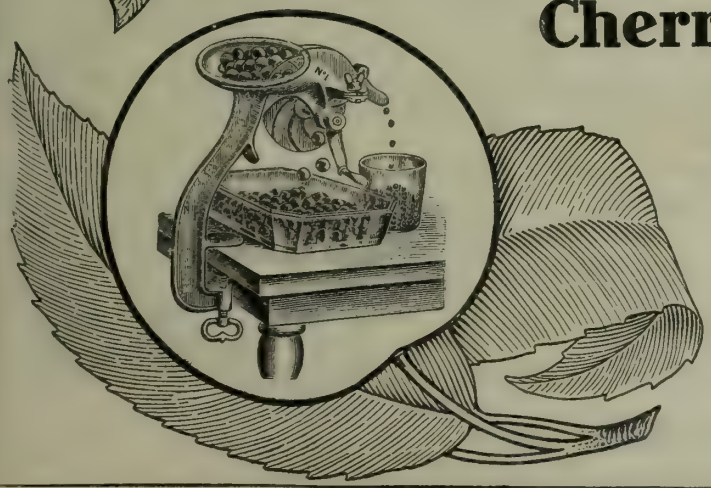


When "Cherries are Ripe"

and women are busy at their preserving kettles, you'll gain their approval—a good thing—and their trade—better still—if you can supply them promptly with an

"ENTERPRISE"

Cherry Stoner



Cherry season is short. Wise dealers have the **"Enterprise" Cherry Stoner** on their shelves in time. When a woman has her cherries ready for stoning she won't wait 'till you order it. She won't wait, either, for an **"Enterprise" Fruit Press.** When she wants it she wants it quick! She will go somewhere else if you haven't it. *Stir up the jobber.* Write to-day for our latest catalog.

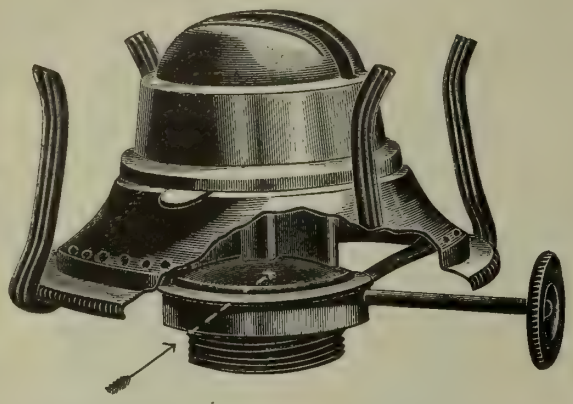
The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

21 Murray St., New York 438 Market St., San Francisco

BANNER LAMP BURNERS

Fully guaranteed



The screw part or base of our burner is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire.

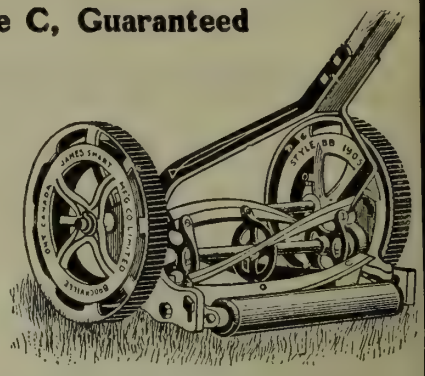
Orders solicited through the jobbing trade.

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

Brockville Lawn Mowers

Style C, Guaranteed



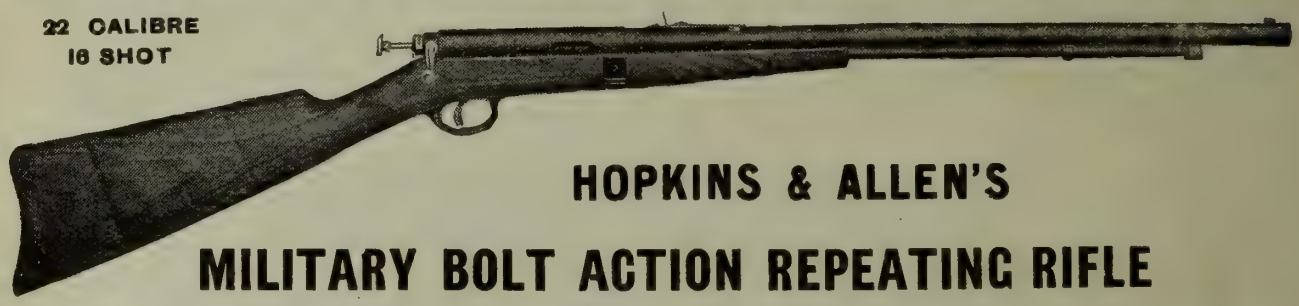
Beyond all question the handsomest lawn mower ever offered the trade. It cuts quickly, cleanly and easily, having four blades, 10½-in. driving wheels, 12, 14, 16, 18 or 20-in. cut and is beautifully finished in Aluminum and Gold Bronze. Its elegant appearance and its downright and enduring merit as a grass-cutter mean more business and pleased customers for every hardwareman who handles it. The profit is excellent.

Get ready for a brisk Spring trade by placing your orders with us now.

The James Smart Mfg. Co.,
Limited
Brockville, Ont. —and— **Winnipeg, Man.**

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.

Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

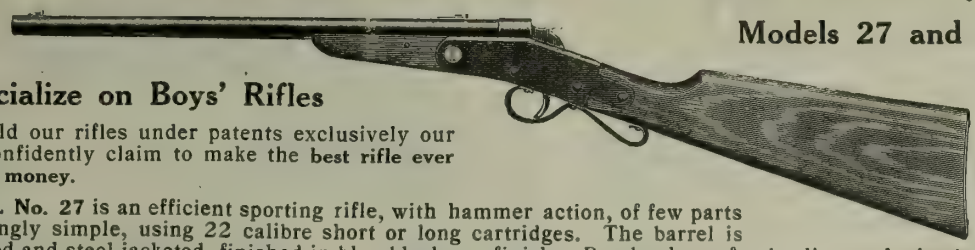
LONDON OFFICE
8 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $1.50 and $1.75

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $1.50.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $1.75.**

Other models are Nos. 15 at $1.50, 19 at $2.00 and 23 at $3.00, each a winner in its class.

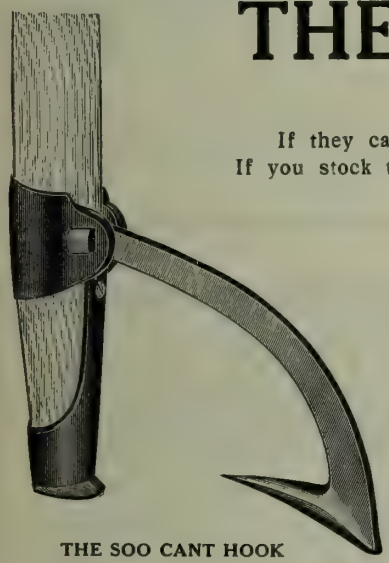
Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

THE PRACTICAL LOGGERS

DEMAND GOOD TOOLS

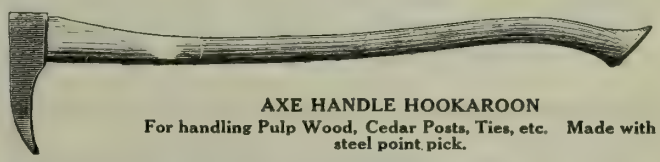
If they can't get the best from the hardware dealers they have their blacksmiths make them. If you stock the



THE SOO CANT HOOK

Soo Line Logging Tools

they will sell readily to the up-to-date loggers — those who know and will appreciate good tools.



AXE HANDLE HOOKAROON
For handling Pulp Wood, Cedar Posts, Ties, etc. Made with steel point pick.

BARK SPUD
Best tool made for peeling Bark. Blade of tool steel. Hard maple Handle.

MADE BY

The CANADIAN LOGGING TOOL CO., Sault Ste. Marie, Ontario

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

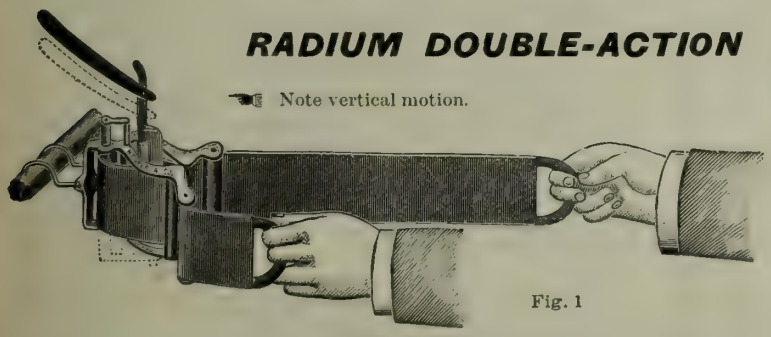
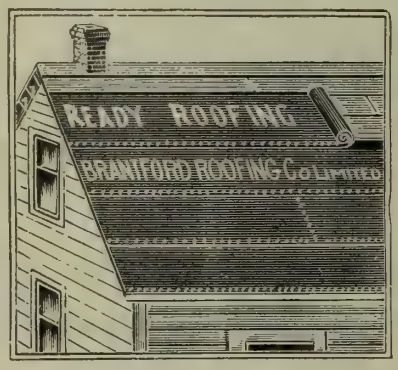


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

"Brantford" "Roofing"

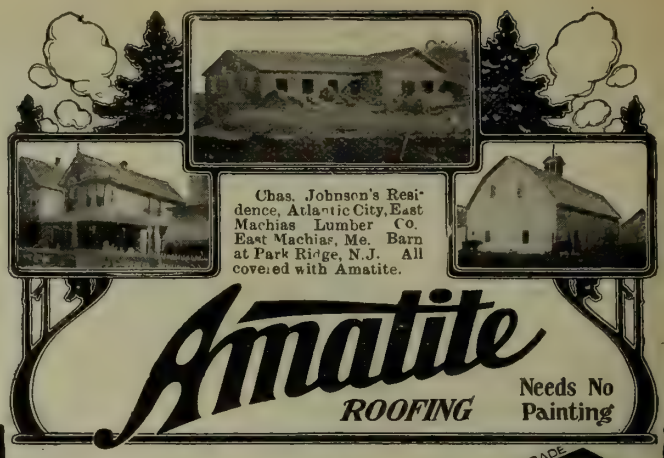


Get FREE SAMPLES of our roofing and see for yourself what a strong, durable, pliable and altogether superior roofing it is. Two finishes — Asphalt and Rubber. Sold at as low a price as a really good roofing can be sold —about one-third less than metal. Get a step ahead of your competitor by securing the agency for your town.

Brantford Roofing Co. Limited

Brantford, Canada

Montreal Agent; Chas. A. Sullivan.
Winnipeg Agents; General Supply Co., of Canada, Limited.
British Columbia Agents; Fleck Bros., Limited, Vancouver, B.C.


Chas. Johnson's Residence, Atlantic City, East Machias Lumber Co. East Machias, Me. Barn at Park Ridge, N.J. All covered with Amatite.

Amatite ROOFING

Needs No Painting

UNTIL Amatite was put on the market a few years ago, practically everybody who used ready roofings had to paint them regularly. Some of the roofings required a coat every year; others every two or three years.

In all cases a good deal of expense and trouble was involved.

The popularity of Amatite is largely owing to the fact that its use does away with all such trouble and expense. This is due to its *real mineral surface* which is far more durable than any paint made. It is not affected by weather and will last indefinitely.

All that is necessary after laying an Amatite roof is to leave it alone. Leaks and dissatisfaction are left behind.

TRADE B MARK

Every practical man will doubly appreciate the "no-paint" idea when we add to that statement the fact that Amatite is lower in price than most of the "paint-me every-two-years-or leak" roofings.

In addition, Amatite with its smooth lap edge, is easy to lay, and the necessary nails and liquid cement for laps are supplied free, packed conveniently in each roll.

Can any reasonable man ask more.

A Sample Free. Write to nearest office to-day.

The Paterson Manufacturing Co., L't'd

CANADIAN AGENTS

Toronto St. John Montreal Halifax Winnipeg

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

QUALITY BOOMS OUR BUSINESS
ACORN QUALITY TRADE MARK

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited ST. JOHN, N.B.
J. A. Bernard QUEBEC
Clare & Brockest WINNIPEG
Ellis & Grogan CALGARY
Wm. N. O'Neill & Co. VANCOUVER

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

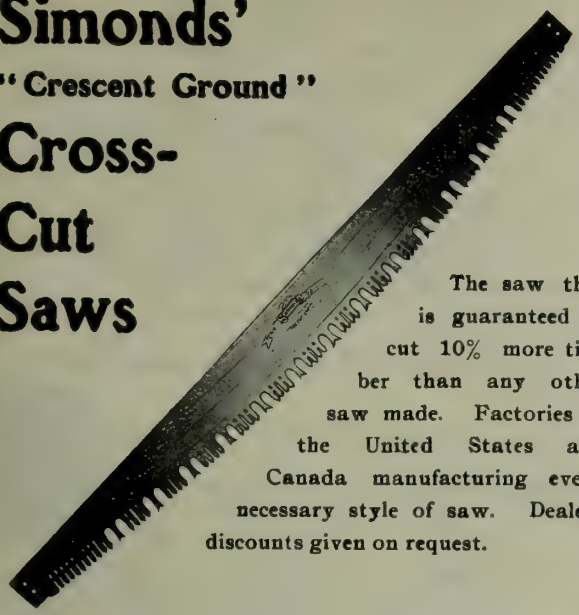
THE GALT ART METAL CO.
LIMITED
GALT, - ONTARIO

Western Distributing Agents—
DUNN BROS., of Winnipeg, Man., and Regina, Sask.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.

LIMITED

Montreal, P.Q.

Toronto, Ont. **St. John, N.B.**

Spear and Jackson Saws

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

WALTER MACFARLANE & CO.,

SARACEN FOUNDRY, GLASGOW.

DISSTON SAWS

are the **STANDARD** by which the merits of all others are **JUDGED**

A SAW to be superior in every respect must be made of High-Grade Steel of a particular texture, with a special temper to render the blade tough and elastic, permitting the bending of points of teeth in the operation of setting, at the same time be sufficiently hard to maintain the set and admit of a cutting-edge that can readily be sharpened but not easily dulled. The blade must be ground an even thickness on tooth-edge, properly tapered for clearance, and the teeth should be of such shape as to enter into and CUT—not tear—the wood.

These are the principles on which the DISSTON SAWS are built ! !

With over fifty-three years' experience making steel in our own works, producing a material peculiarly adapted for manufacturing saws, having the most skilled workmen ; the use of special machinery of our own invention, and with sixty-eight years' experience in the manufacturing of saws, during which time no efforts or expense have been spared to achieve and maintain the HIGHEST STANDARD of QUALITY and DESIGN, and we feel justified in claiming for Material, Workmanship, Utility and Durability DISSTON SAWS are UNEQUALLED.

HENRY DISSTON & SONS, Inc., Keystone Saw, Tool, Steel and File Works **Philadelphia, U.S.A.**

CANADIAN WORKS : 112 Adelaide St. East, TORONTO, CAN.

WALK LAID ROPE

Is the most serviceable, as it stands the greatest breaking strain.

The preference for Walk Laid Cordage over Machine Make is again emphasized by the United States Government awarding a large tender for same.

The only Rope Walks in Canada belong to

CONSUMERS CORDAGE COMPANY LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of ROPE and TWINE of all descriptions,
From
Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

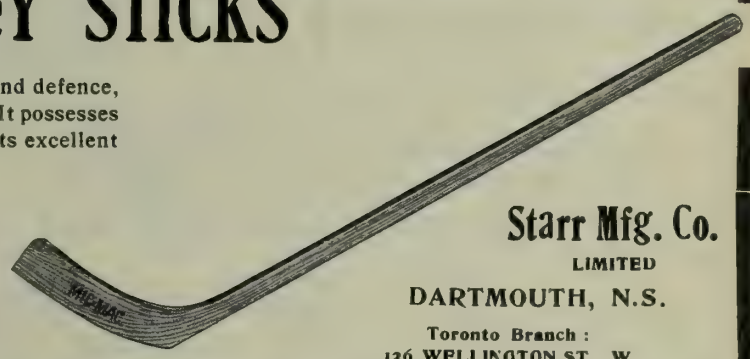
which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.
Home Office and Factory : INDIANAPOLIS, IND.

"MIC-MAC" HOCKEY STICKS

Made of selected second growth yellow birch, for forwards and defence, the natural grain of wood running with curve of the blade. It possesses many advantages over the steam bent stick. Some of its excellent features are:—1st, Stiffness and Lightness. 2nd, Will not fray at bottom of blade. 3rd, Keeps its correct shape. 4th, Correct in pattern and weight. 5th, Every Stick carefully inspected before leaving factory. The attention of Dealers and Manufacturers is drawn to the fact that our hockey sticks are fully covered at Ottawa, viz.: the words "MIC-MAC" and "REX" as Trade Marks and the designs of the REX as an industrial design. Infringers will be prosecuted.



Starr Mfg. Co.
LIMITED
DARTMOUTH, N.S.
Toronto Branch :
126 WELLINGTON ST., W.

DOMINION WIRE MANUFACTURING CO.
LIMITED

MONTREAL TORONTO

We have in stock and can ship promptly all sizes of

WIRE NAILS

You may also be wanting some

OILED and ANNEALED WIRE

We have it in all gauges

QUALITY THE BEST **PRICES RIGHT** **PROMPT SHIPMENTS**

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Lockerby & McComb

Montreal

Office, 65 Shannon St.
Factory, 144 Ann St.

Write for samples and prices to-day.

JUST LET THE WOMEN IN YOUR NEIGHBORHOOD KNOW

that you handle the ***"PURITAN" RE-ACTING WASHING MACHINE***—and you'll quickly see what a splendid seller it is. It is just what every woman wants. It frees her from the slavery of wash-day. It does away with the back-breaking rubbing. The washing for a good-sized family is done in an hour. A child can operate the ***"PURITAN"***—it runs so easily.

The ***"PURITAN"*** knows no seasons, but sells all the year round. Stock it and see what a steady seller and money-maker it is for you. Write for prices to dealers.

David Maxwell & Sons, ST. MARY'S, ONT.

Wheelbarrows

All kinds and sizes. The cut reproduced here is just of one of the many, but the kind every contractor should use. The substantial, satisfactory, steel tray Contractor's Barrow.

The London Foundry Co.

LONDON, CAN.

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

ALL STEEL

CARRIAGE and WAGON JACKS

CANNOT BE BROKEN

MINIMUM WEIGHT

MAXIMUM STRENGTH

Cost you less than other Jacks.

Adjust from 15 to 25 inches.

Easily operated.

ASK YOUR JOBBER FOR THEM.

Covert Mfg. Co., Troy, N.Y.

MENSURATION

FOR

Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects 70 Figures

Price 50c., Postpaid

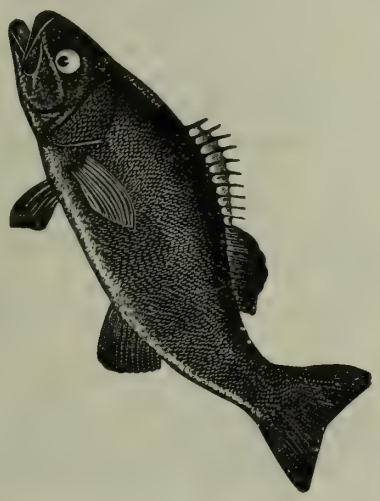
(All orders payable in advance)

MacLean Publishing Co.

Technical Book Department

10 Front St. East, - TORONTO

Pflueger's Fishing Tackle



Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department

10 FRONT STREET EAST, - TORONTO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

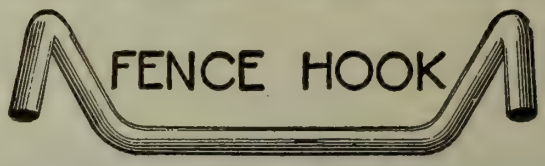
A Photograph of a Bartlett

AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

GILBERTSON'S
COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB 13 St. John St., Montreal, Agent

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Auto Spray

Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
Amatite Roofing Co 70
Ambard, Lucien F & Son 61
American Shearer Co 11
Armstrong Bros. Tool Co 11
Atkins, E. C., & Co 73
Atlas Mfg. Co 11

B

Baglan Bay Tin Plate Co 77
Banwell Hoxie Wire Fence Co 15
Barrett, W. L 10
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 76
Barton Netting Co 10
Belleville Hardware Co 23
Boker, H. & Co. ..outside front cover, 69
Bowser, S. F., & Co., Limited 61
Brand, Ed 15
Brandram-Henderson, Limited 56
Brantford Screw Co 80
Brantford Roofing Co. 70
Brown Boggs Co 13
Buffalo Mfg. Co 66
Butterworth & Co 23

C

Cameron & Campbell 51
Canada Cycle & Motor Co .... 2), 28
Canada Foundry Co 12
Canada Metal Co 18
Canada Paint Co 58
Canada Wire Goods Mfg. Co 12
Canadian Bronze Powder Works 59
Canadian Cutlery Co 18
Canadian Fairbanks Co 22
Canadian Hart Wheels Co 29
Canadian Heating & Ventilating Co 26
Canadian Rubber Co....outside back cover
Caverhill, Learmont & Co 7
Canadian Logging Tool Co 69
Cavers Bros 77
Chicago Spring Butt Co 1
Clare Bros 25
Clauss Shear Co 63
Collins Mfg. Co 11
Consumers' Cordage Co 72
Covert Mfg. Co 75
Crescent Wire & Iron Works 11

D

Davey & Co 11
Davidson, Thos., Mfg. Co 10
Dennis Wire and Iron Co 15
Diamond Calk and Horseshoe Co 37
Dieckmann, Ferdinand 49
Directory of Manufacturers 11
Disston, Henry, & Son 72
Dominion Cartridge Co 30
Dominion Wire Mfg. Co 73
Dominion Hammock Co 22
Dorken Bros .... outside front cover
Dowswell Mfg. Co 1
Drummond-McCall 77

E

Eadie-Douglas Co 61
Enterprise Mfg. Co 49
Enterprise Mfg. Co 67
Erie Specialty Co .... inside back cover

F

Ford Auger Bit Co 67
Forsyth Mfg. Co 22
Frothingham & Workman 6

G

Galt Art Metal Co 75
Gibb, Alexander 71
Gillette Safety Razor Co 9
Gilbertson, W., & Co 76
Greening, B., Wire Co 19
Guelph Spring & Axle Co 77
Gutta Percha & Rubber Mfg. Co .... outside back cover
Gurney Foundry Co 26

H

Hamilton Bridge Co 20
Hamilton Cotton Co 77
Hamilton Rifle Co 69
Hanover Portland Cement Co 11
Harris, J. W., Co 14
Heinisch, R., Sons Co 75
Hopkins & Allen 68
Horton Mfg Co 28
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 12
Hyde, F. & Co 76

I

Imperial Varnish and Color Co 55
Independent Cordage Co 18

J

James & Reid 11
Jardine, A. B., & Co. 77
Johnson's, Iver, Arms and Cycle Works 53

K

Kemp Mfg. Co 13
Kerr Engine Co .... inside back cover
Kinsinger Mnfg. Co 12

L

Leslie, A. C., & Co 53
Lewis Bros., Limited 3
Lewis, Rice, & Son .... inside front cover
Lockerby & McComb 74
London Foundry Co 74
London Rolling Mill Co 17
Lucas, John & Co 57
Lufkin Rule Co .... inside back cover
Lysaght, John .... outside front cover

Mc

McArthur, Corneille Co 61
McArthur, Alex., & Co 62
McCaskill, Dougall & Co 55
McClary Mfg Co 24
McDougall, R., Co 14
McFarlane, Walter 71
McGlashan-Clarke Co., Ltd 13
McGregor-Banwell Fence Co 17
McKinnon Dash & Metal Works 16

M

Mace, A H 12
Manufacturers List Co 11
Maple City Mfg. Co 14
Maxwell, David & Sons 74
Martin-Senour Co 60
Metallic Roofing Co 53
Metal Shingle and Siding Co 70
Montreal Rolling Mills Co 53
Moore, Benjamin, & Co. 57
Morrison, James, Brass Mfg. Co 27
Munderloh & Co 65

N

National Hardware Co 66
Nelson, H. W., & Co 23
Newman, W., & Sons 11
Nicholson File Co 79
Nickel Plate Stove Polish Co. 12
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co. 77
Novelty Mfg. Co 21

O

Oakey, John, & Sons 77
Oneida Community 15
Ontario Lantern & Lamp Co 68
Ontario Tack Co 77
Ontario Wind Engine and Pump Co .. 11
Orford Copper Co 77
Oshawa Steam & Gas Fittings Co 12
Otterville Mfg. Co 12
Owen Sound Wire Fence Co 14

P

Parker Wire Goods Co 11
Parmenter & Bullock Co 11
Paterson Mfg. Co 64
Penberthy Injector Co 27
Pearson, Geo D. & Co 11
Pease Foundry Co 49
Pelton, Godfrey S 59
Peterborough Canoe Co 37
Peterborough Lock Co 30
Peterborough Shove' and Tool Co 35
Pink, Thos 2
Plymouth Cordage Co 18
Pringle, R. E. T 67

Q

Queen City Oil Co 55
Quibell Bros 66

R

Ramsay, A., & Son Co 59
Rapid Tool Co 35
Richardson, J. E 75
Ridgeway's Agency 15
Robertson, James Co 76
Ross Rifle Co 80

S

Samuel, M & L. Benjamin, & Co 2
Sanderson Harold Co 75
Seymour, Henry T., Shear Co 76
Sharratt & Newth 55
Sherwin-Williams Co 51
Simonds Mfg. Co 74
Simonds Canada Saw Co 71
Smart, Jas, Mfg. Co 68
Spear & Jackson 71
Stairs, Son & Morrow 79
Standard Paint and Varnish Works 59
Starr Mfg. Co 73
Steel Trough & Machine Co 11
Stevens-Hepner Co 61
Still, J. H, Mfg 20

Taylor-Forbes Co. .... outside front cover
Thompson, B. & S. H., Co .... outside back cover
Time Saving Coupler Co 20
Toronto Plate Glass Importing Co. 10

U

United Roofing and Mfg. Co 75
United States Steel Products Co 29

W

Want Ads 49
Western Wire & Nail Co 76
White Lead Association 59
White Mop Wringer Co..inside back cover
Whitman & Barnes 16
Wilkinson, Heywood & Clark 60
Wood-Vallance & Co 3
Wright, E. T., & Co 17

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd, Toronto

Cans.
Acme Can Works, Montreal.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co, Toronto.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening. B., Wire Co.. Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London. Ont.
Kemp Mfg. Co., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. David on Mfg. Co, Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co, Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co., Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co. Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Refrigerators.
Fatin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London Eng.
McClashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros. Galt
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co, Montreal.
Stairs Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
Imperial Cotton Duck
Scotia Ready Mixed Paints

GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

WIRE

We make wire for all purposes, bright or annealed for fencing, hay baling, etc. We also make a specialty of wire cut to exact lengths. Let us quote you.

BRANTFORD SCREW CO., LIMITED

BRANTFORD - ONTARIO

BAINES & PECKOVER
Toronto

DELORME BROS.
Montreal

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

WHITE'S PERFECTION PATENT MOP WRINGER IS THE STANDARD

Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

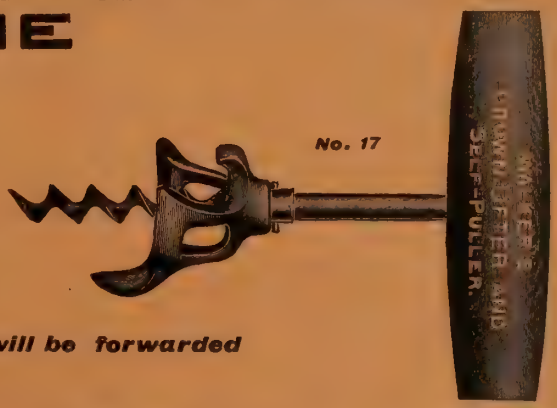
Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"APOLLO" GALVANIZED SHEETS

GALVANIZED CANADA PLATES

AMERICAN BESSEMER SHEETS

POLISHED STEEL SHEETS, Etc.

We can furnish Steel Sheets in many different qualities suitable for all purposes, and shall be glad to make quotations upon receipt of particulars of your requirements.

B. & S. H. THOMPSON & CO.

LIMITED

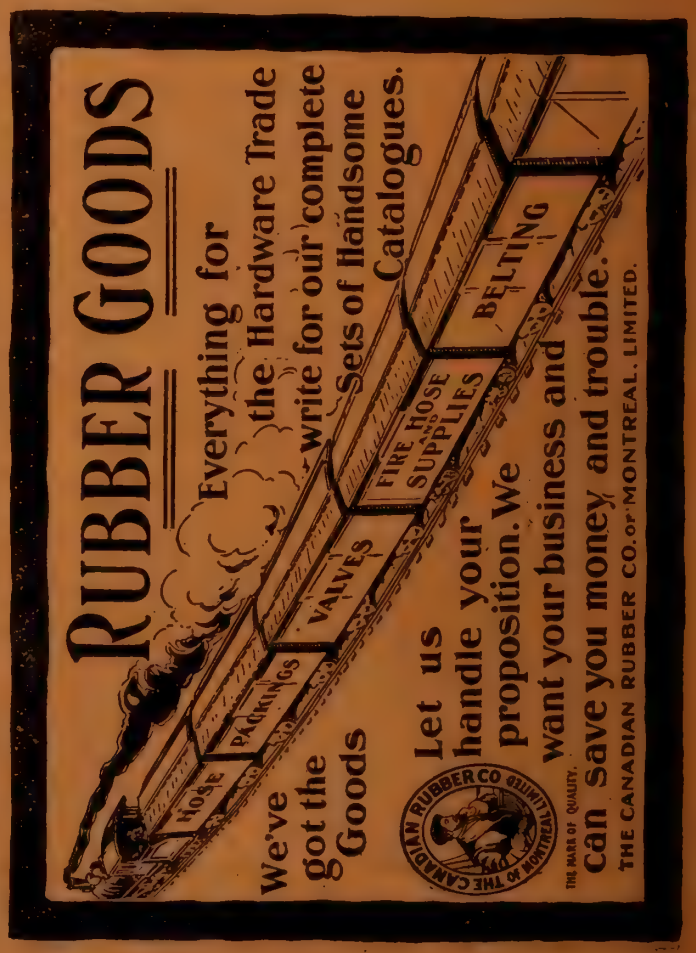
381-383 St. Paul Street

MONTREAL, P.Q.

DOMINION OF CANADA SALES AGENTS

UNITED STATES STEEL PRODUCTS EXPORT COMPANY

Sheet Steel and Tinplate Department



CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, APRIL 25, 1908 NO. 17.

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

THIS MARK

CANADA

on Galvanized Iron simply means "THE BEST."

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

What is Your Reputation ?

SEND FOR OUR NEW CATALOGUE

You know that your reputation is made largely by the class of goods you sell. The better the goods, the better your reputation. That's why you should sell Taylor-Forbes'

Lawn Mowers

Every mower is the product of the highest grade material, expert labor and long years of successful mower-making experience.

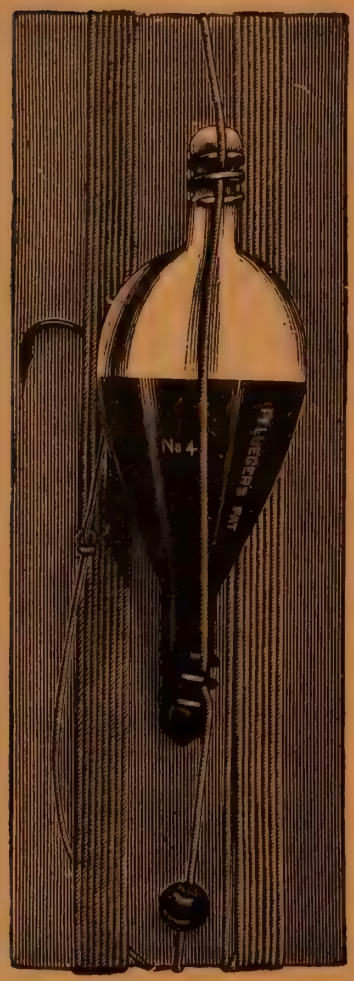
When you sell our mowers you stand behind our reputation. Your customers will realize that you sell up-to-date, thoroughly reliable goods.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada
Head Office and Works, GUELPH, ONT.
MONTREAL BRANCH, 122 Craig St. West ST. JOHN, N.B., H. G. Rogers, Agent
VICTORIA, B.C.—J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

Fishing Supplies

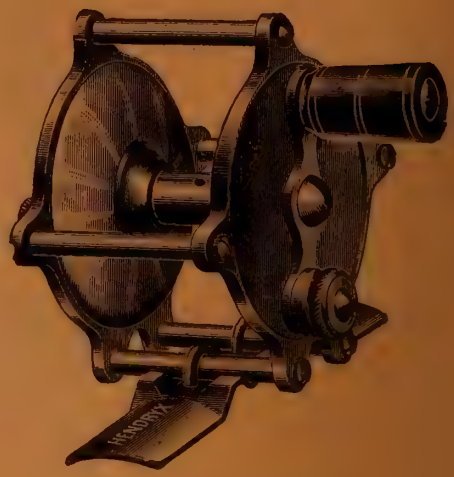


Furnished Fish Line

Ringed Hook, Sink and Wood Winder

Spinning Coachman

Full feathered brass spoon



Fishing Reels

Screwed Brass Reel, Flush Balance Handle, Nickel Plated.

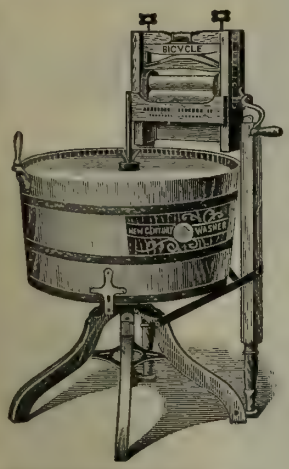
Fish Baskets

Jointed Bamboo and Steel Rods

RICE LEWIS & SON, Ltd.

Toronto

Something You Ought to Be Selling



New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.
Hamilton, Ont.

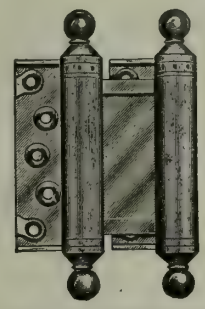
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

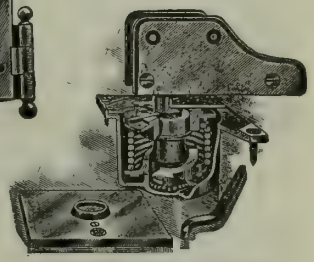
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRADE CSB CO MARK

TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY EXCEL IN
- Easy Running
- Quick Freezing
- Economy
- Convenience
- Practical Results

THEY ARE
- Well Advertised
- In Demand
- Easily Sold
- Satisfactory in Use
- Of Known Reputation

"BLIZZARD"

"GEM"

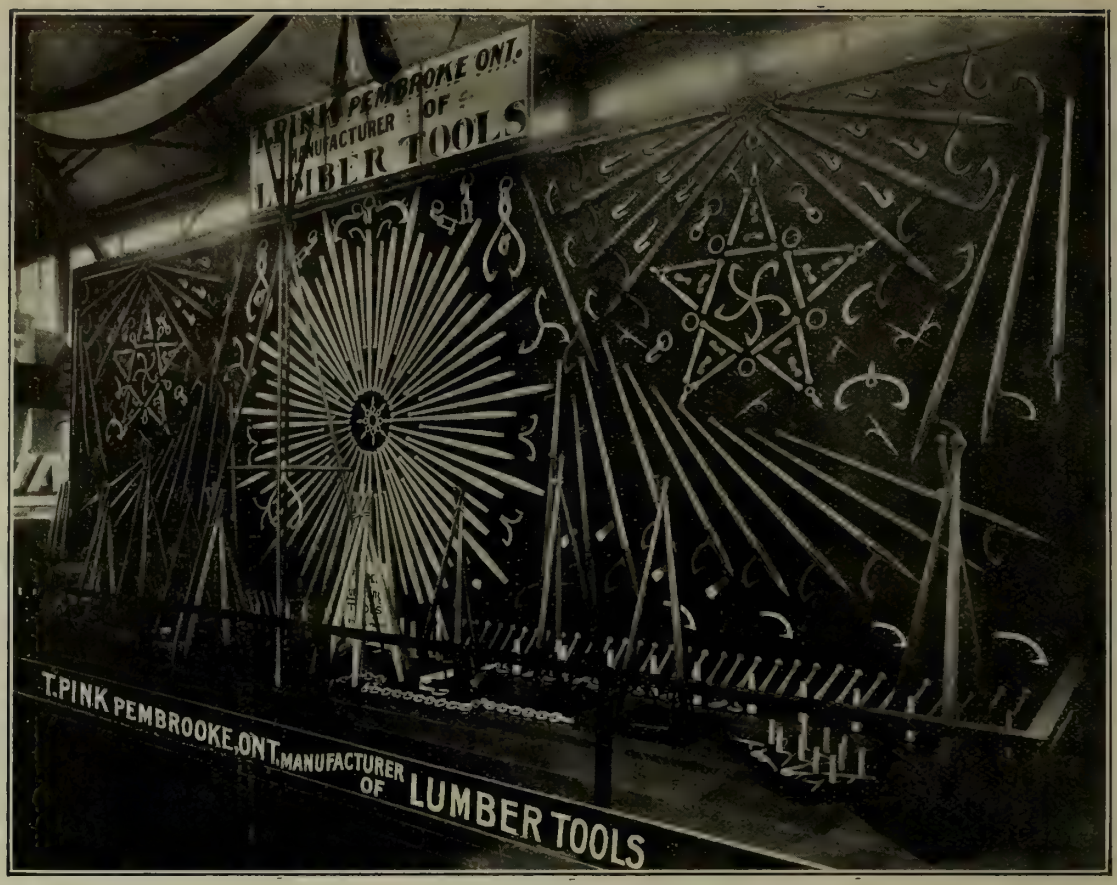
"LIGHTNING"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Brass and Copper Tubes

Brazed and Seamless

Send Us Your Enquiries

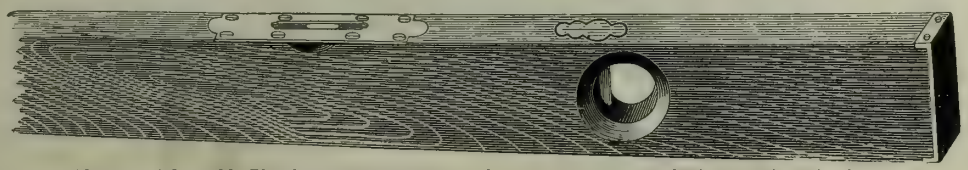
M. & L. Samuel Benjamin & Co.

Toronto, Ontario **London, England**

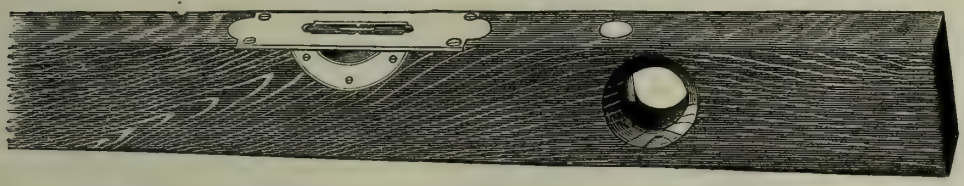
DISSTON'S

PLUMBS AND LEVELS

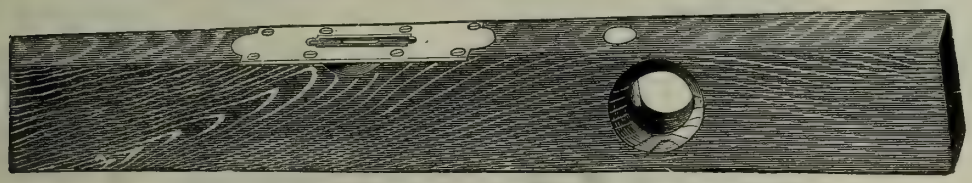
It is admitted by the **Sawmakers** the world over that **DISSTON'S SAWS** are the standard by which all other makes are judged. **DISSTON'S PLUMBS AND LEVELS** hold the same relative position to other makes of these goods and the prices are as low as the inferior article.



No. 16. Adjustable Plumb and Level, arch top plate, two side views, solid brass ends and polished.

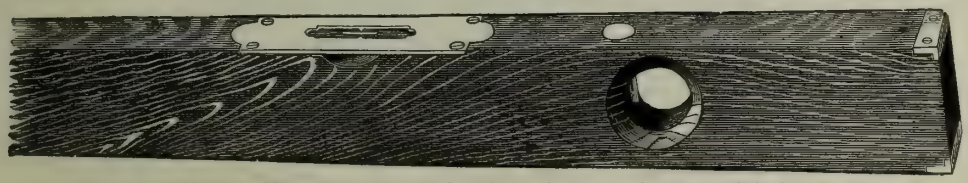


No. 10. Plumb and Level, arch top, brass tipped side views, polished.

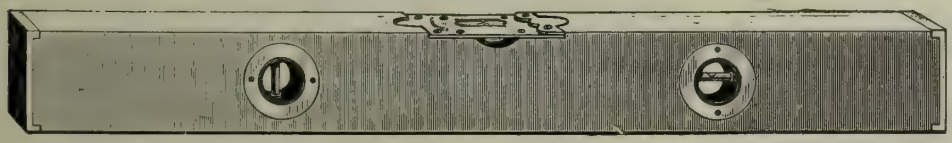


No. 11. Plumb and Level, arch top plate, side views, tipped and polished.

IF YOU HAVE NEVER STOCKED THEIR MAKE WE RECOMMEND THAT YOU SEND US A SAMPLE ORDER, IF YOU DO THIS YOU WILL BE A CUSTOMER FOR GOODS OF THEIR MAKE IN FUTURE



No. 9D. Plain Plumb and Level, arch top plate, two side views, polished.



No. 24. Patent Adjustable Plumb and Level, arch top plate, improved duplex side views, solid brass ends and polished.

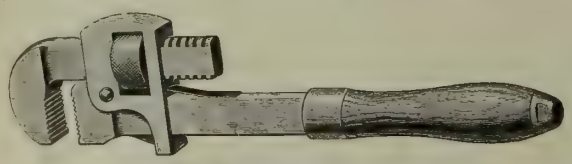
LINES ILLUSTRATED ON THIS PAGE ARE A FEW OF THE TWENTY NUMBERS THAT WE STOCK

LEWIS BROS., LIMITED

Address All Correspondence to **MONTREAL**

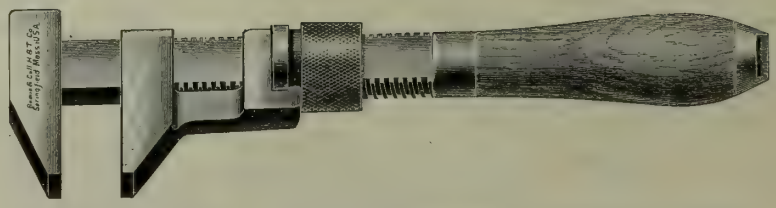
OTTAWA TORONTO CALGARY VANCOUVER

Wrenches and Pipe Tongs



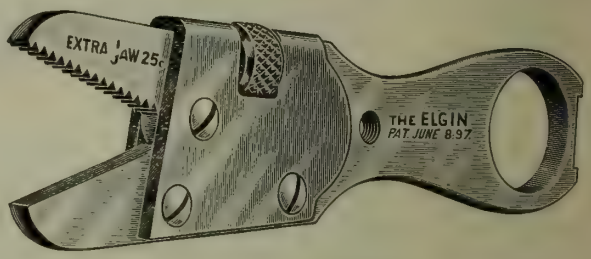
STILLSON
6 inch to 48 inch.

TRIMO

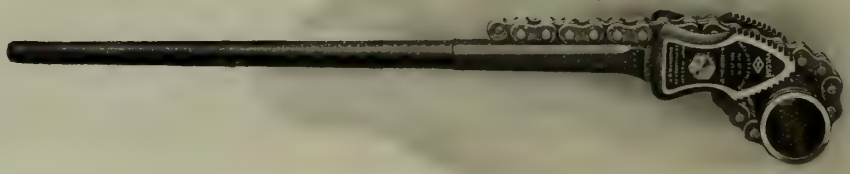


AGRICULTURAL, KNIFE HANDLE, GENUINE COES NUT WRENCH as cut
6 inch to 21 inch.

ADJUSTABLE S. WRENCH
For Nuts or Pipe.



ELGIN WRENCH
Holds Iron Pipe up to 3/8 inch.



PIPE TONGS
Nos. 10 to 14 for Pipe 1/8 inch to 8 inch.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

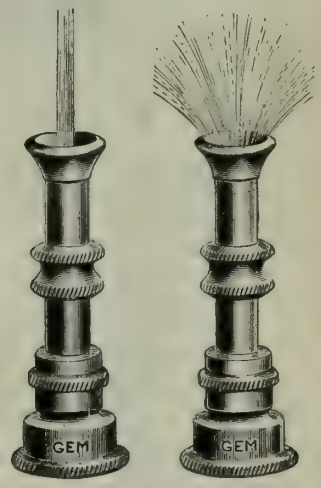
138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

Lawn Mowers, Etc.

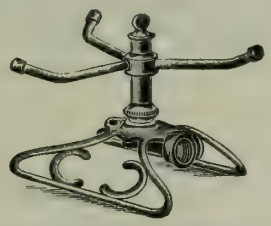
"Fairy" Nozzles

Fountain Lawn Sprinkler
8 in. Diameter

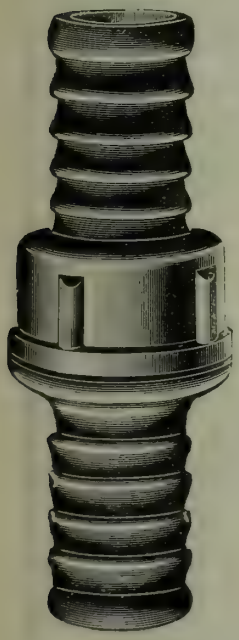


"Gem" Nozzle

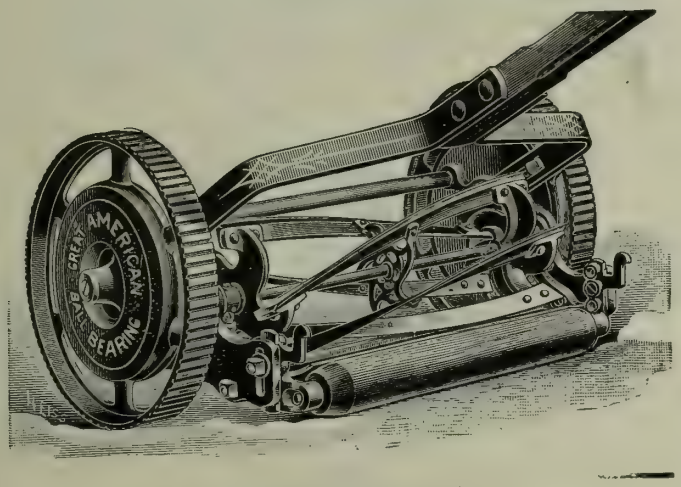
Hose Ties



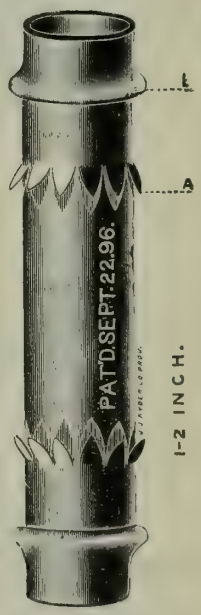
Revolving Lawn Sprinklers



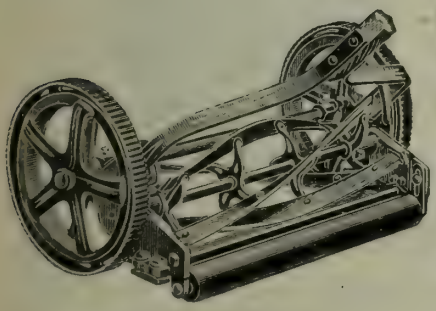
Hose Couplings



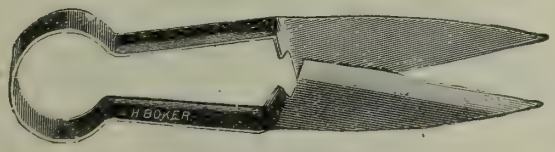
Great American Lawn Mower
Size 15, 17, 19 and 21 inches.



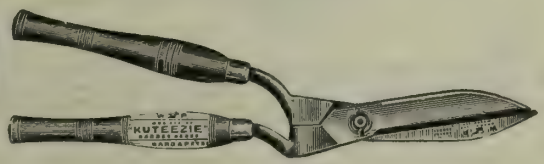
Hose Menders



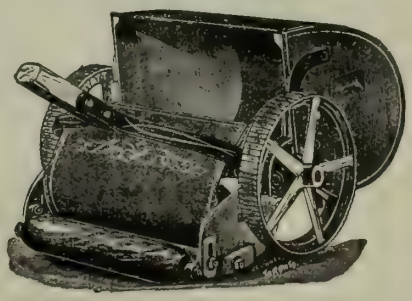
Lawn Mowers



Sheep Shears



Garden Shears



Grass Catchers

For further particulars see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

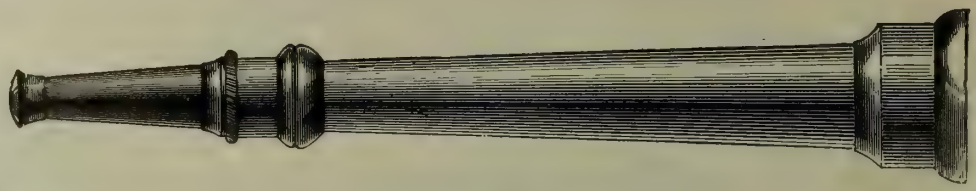
Opposite Union Station

We Ship Promptly

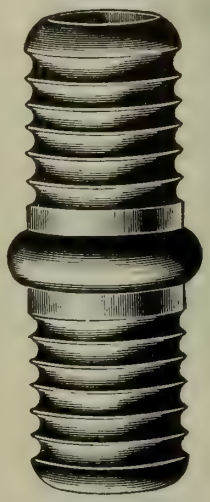
GRAHAM NAILS ARE THE BEST

Our Prices are Right

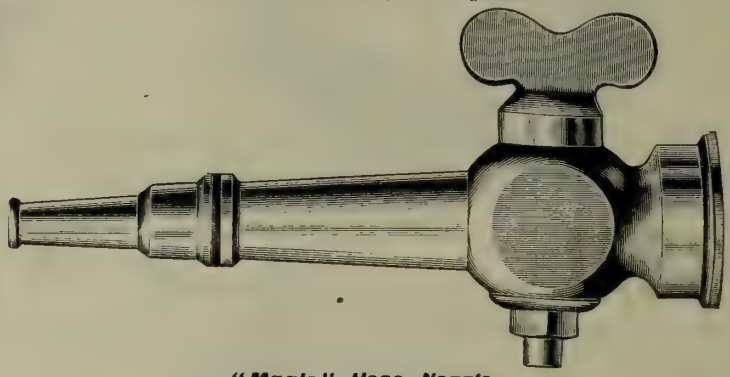
HOSE FIXTURES



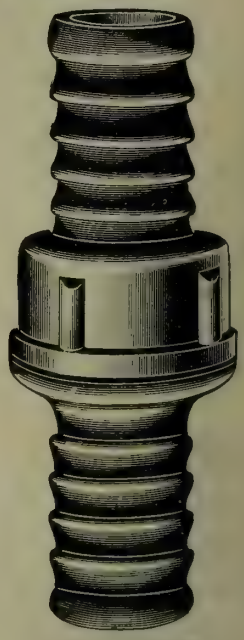
No. 1485
Polished brass plain hose pipe. Sizes ¾ in. to 2 in. Length 8 in. to 20 in.
A good hose pipe for mill, fire and garden hose.



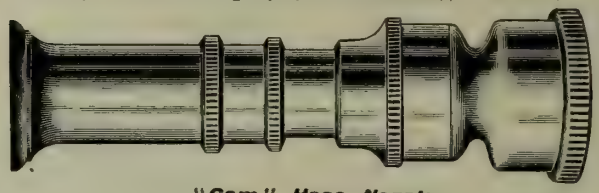
Galvanized Iron
Hose Splicer or Mender



"Magic" Hose Nozzle
Handy nozzle for making a spray or solid stream ¾ in. and 1 in.

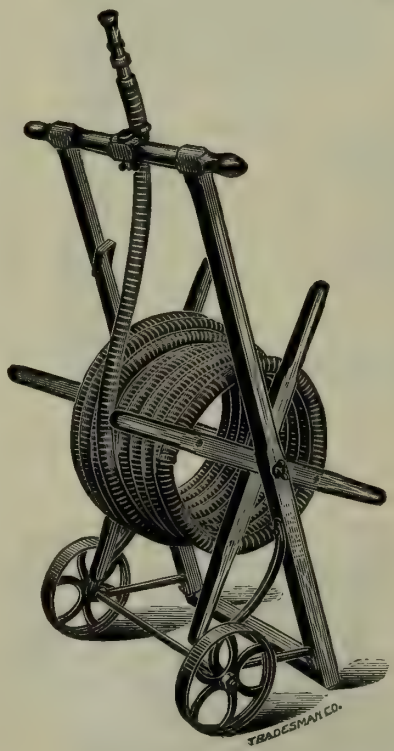


Brass Hose Coupling



"Gem" Hose Nozzle
Polished brass, ½ in. and ¾ in. hose.

Galvanized Hose Clamp



" Wolverine "

Write for Prices on Hose.
See our general catalogue for many other brands of hose.
Ask our travellers to quote, or write direct.

" Columbia "

FROTHINGHAM & WORKMAN, Ltd.

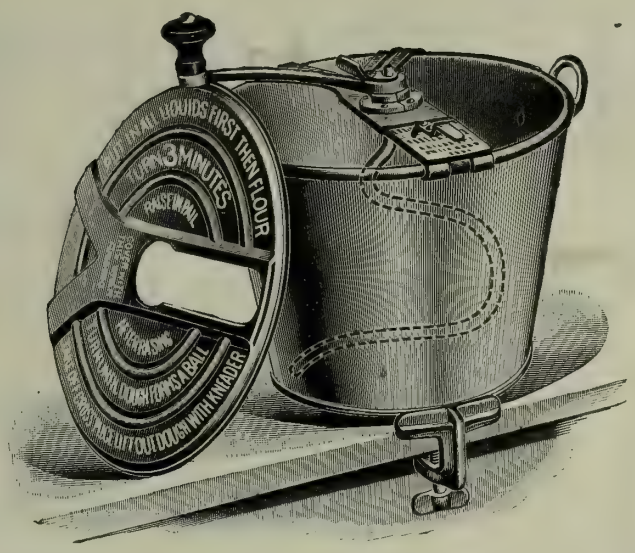
WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

BREAD-MAKING

in the home during the hot weather is generally abandoned except when the housewife has a

"UNIVERSAL" Bread-Maker



Nos. 4 and 8 Bread-Makers.
Capacity 4 and 8 Loaves.

Then the work is easy, and the pleasure and the economy of having sweet "home made" bread may be enjoyed without troublesome labor.

The **"UNIVERSAL"** Bread-Maker has already established itself as one of the greatest savers of kitchen work ever produced. It is easy to interest women in it. They are quick to recognize its advantages, and a sale makes for your store a pleased and satisfied woman customer.

No. 44. Capacity 4 Loaves.

The **"UNIVERSAL"** Bread-Maker may be had in two sizes for large or small family use, and the smaller size in two styles.

The profit on them is satisfactory and the sales rapid.

Are you getting the women's trade? If not, the **"UNIVERSAL"** Bread-Maker will help to draw it.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.
Showrooms, TORONTO, 77 York St. OTTAWA Holbrook Chambers.
QUEBEC. FRASERVILLE.

Sheffield Steel Files

Sharp and Quick

THE BEST FILE ON THE MARKET

The Canadian Fairbanks Co., Limited

will replace any file having their name on the tang

THE F C Co L'T'D.

when found to be imperfect in the slightest degree

THAT'S FILE INSURANCE

Sheffield Steel Files carried by all Live Dealers

The Canadian Fairbanks Co., Limited

MONTREAL

ST. JOHN TORONTO WINNIPEG CALGARY VANCOUVER

MACHINE SHOP SUPPLIES

The Gillette Safety Razor Set consists of a triple silver plated holder and twelve double-edged, thin, flexible, wafer-like blades (24 keen edges) packed in a velvet lined leather case. Price $5.00. Also made in Combination Sets in a variety of styles with toilet accessories retailing from $6.50 to $50.00 each.

Would you have this year bring you increased Patronage, Profit and Prosperity ?

Do you realize that nearly every hour in the day some man is converted to the easier, quicker and more economical way of shaving himself with the

GILLETTE SAFETY RAZOR

Our persistent and vigorous advertising in the leading publications of this country discloses—and will continue to disclose beyond all question of doubt, the superiority of the "Gillette." It advocates the advantages of self-shaving and guides the man to your store with a five dollar bill to exchange for the best shaving device in this world.

You can readily see the wisdom of having the "Gillette" ready when he calls. The Standard Gillette Set retails at $5.00 everywhere. Combination Sets from $6.50 to $50.00. Keep a good supply in stock. Write to-day for valuable selling information and prices.

Gillette Safety Razor Co. of Canada, Limited

63 St. Alexander Street MONTREAL, CANADA

A Few of Our Lines

that will give

YOU A PROFIT

and

YOUR CUSTOMER SATISFACTION

Every Wrapper Carries Our Guarantee.

Write for prices.

A Sample Order Solicited.

E. F. WALTER & CO.

Temporary Warehouse

318 St. James Street, - - - MONTREAL

REGISTERED TRADE MARK

Davidson's "Crown" Dinner Pail

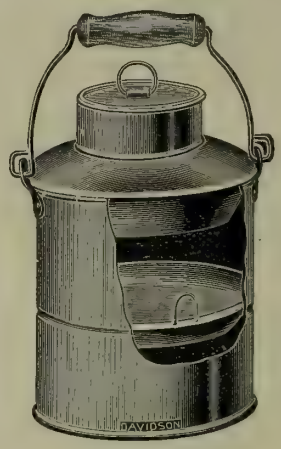
ROUND—WITH CUP, TEA FLASK AND PIE TRAY

"Holds a Real Comfortable Dinner"

Has Room for 4 cups of tea in flask.

A Convenient Feature is that the cup hole in the tea reservoir is made extra large, so that the hand can be easily inserted for thorough cleaning—and there are no sharp edges to damage the fingers while doing so.

Owing to the General Lay-out of the pail, it has a greater capacity for food and liquids than many others of much larger dimensions.



The Tea Flask being on the top (instead of, as usual, at the bottom), does not affect the other food by making it soggy and unpalatable from the steam arising from the hot beverage.

The Pie Tray is held in position by swedge and holds its contents secure and entirely separate from any other portion of the dinner.

Number 300

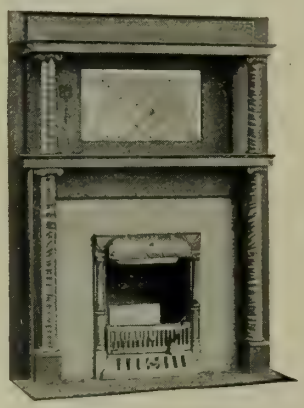
3 Quart—List Price, per Doz., $3.60

It's a Leader in Round Dinner Pails

Our Travellers Have Samples and They Are Selling Fast

THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL and WINNIPEG



Mantels and Grates

TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.

BARRETT'S STANDARD GLASS CUTTERS

Sold by All Progressive Hardware Merchants. Send for prices

W. L. BARRETT, Mfr., Bristol, Conn., U.S.A.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

—THE—
CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
THE MANUFACTURERS LIST CO.
Publishers,
P.O. Box 834 Toronto.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

FEED COOKERS

FEED COOKERS

A good line to handle. Write us for full particulars and prices.

The James Bros. Fdry. Co.
Perth, Ont.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

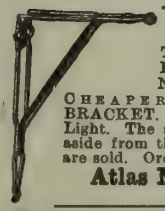
METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and 6opper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

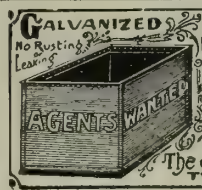
SHIP, YACHT, AND BOAT FITTINGS

Davey's Patent Windproof Ship Signal Lamps
Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin.
Manufactured by
THE COLLINS MFG. CO., - TORONTO

TANKS.



Steel Tanks
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co. LIMITED
TWEED, ONT.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER

MONTREAL TORONTO

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only a line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

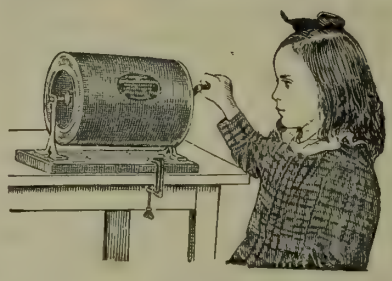
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS



Twice as quick as any other machine with half the ice.

NO DIRT

NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,

746 Notre Dame St. West, - MONTREAL

THERE IS ONE

brand which never fails to evoke the enthusiastic approval of the steam fitter. That is

"Diamond" Brand Fittings

Wise hardwaremen stock no other. Diamond Brand Fittings are perfect in the vital points of material, threading and finish.

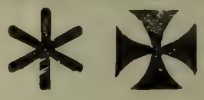
WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



James Hutton & Company

Montreal

Sole Agents for Canada.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

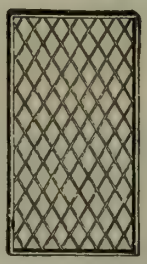
Write for prices and quantity discounts.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

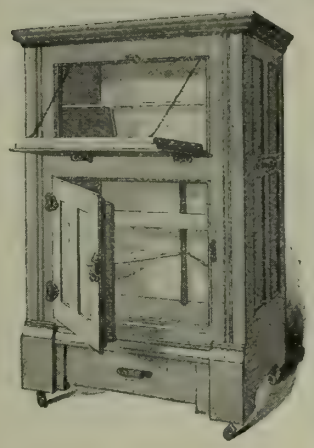
Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,

HAMILTON, ONT.

"VICTORIA" REFRIGERATOR

Perfect Ventilation
Carefully Insulated
Superior Finish
Trimmed with Solid Bronze
Hinges and Locks



Silver Medal : Quebec Exhibition.

Diplomas: Ottawa, Montreal and Toronto.

WRITE FOR CATALOGUE.

C. P. FABIEN

MANUFACTURER, - - MONTREAL

Toronto Sample Room : Stewart & Co., Representatives, 178 Victoria St.

THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

Please note the address.

THE NIAGARA LAWN SPRAY

YOU can see at a glance that it fills a long-felt want. It is simple in construction and simply perfect in operation.

Two pieces of heavy brass are used to form the NIAGARA LAWN SPRAY. The upper circle is stamped to give greater strength and to furnish the three different angles to the spray. The three rows of perforations are of very small size, and do not permit the escape of any stream of water that will wash away the dirt or injure any flower bed.

The brass screw for attaching to the hose is machine turned inside and out, gives neatness, great strength and perfect fit on the hose connections. There are no loose or movable parts to get lost or out of order like the whirling sprinklers.

They are regularly finished in dull nickel, but will be furnished in brass if so ordered.

The NIAGARA LAWN SPRAY will last a life time and give the most satisfactory results of any device of the kind ever invented.

RETAIL PRICE, $1.00

Write for terms to the trade.

THE NOVELTY MFG. CO.

(Specialties in Metal Goods)

WATERBURY, CONN., - - U.S.A.

FIG. 92.

If there is anything in the way of a Pump called for which is not shown in our catalogue, please let us know as we are anxious and willing to add any lines which will be of benefit to your customers.

McDougall Pumps

are Standard Pumps wherever civilization has set foot.

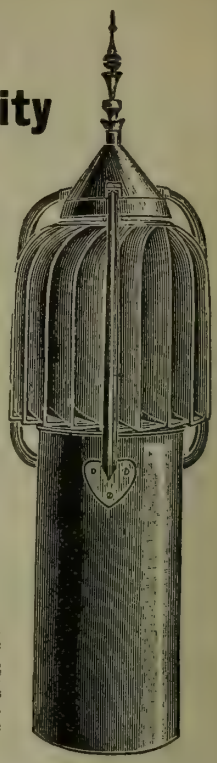
The R. McDOUGALL CO.
LIMITED
Galt, Canada

It Saves Lives

A Building Necessity

These are the names that have been made synonymous with the

AEOLIAN VENTILATOR



We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern building can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

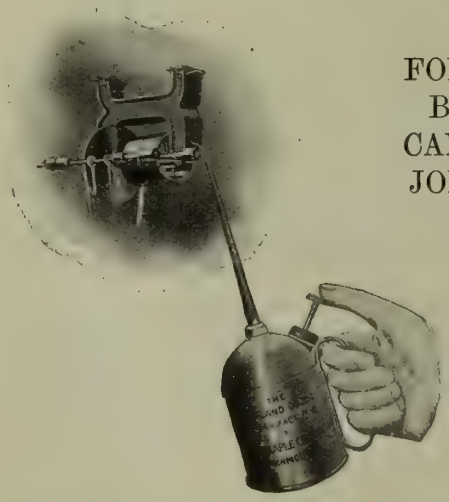
One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited.
7 St. Elizabeth St , Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,
E. H. McHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited
General Contractors and Manufacturers
MONTREAL

The Howland Pump Oiler

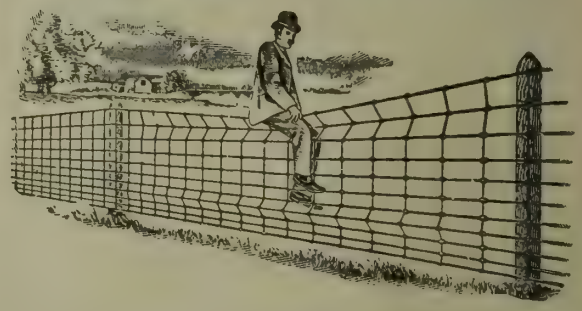


FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois

The "DILLON"
HINGE STAY
Field Fence



The only fence on the market having hinged stays. These postively prevent sagging and resist all rough usage. The "Dillon" lasts longer than any other wire fence sold.

SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

Mental Menu.
RICH AND RARE

A bill of fare that will assuredly appeal to the tastes of all will be found in the May number of

The Busy Man's Magazine

which provides the following bright, entertaining and enticing repast with appropriate illustrations.

LIFE STORIES.

Racy narratives telling of enterprising Canadians who are doing things and how—men who have or are forging their way to the front.

BUSINESS AND INDUSTRY.

Principle of Profit Sharing in Business.
Youth should be Taught the Habit of Saving.
Where Beauty Spots Flourish.
Value of Time is the Thing that Counts.
Canadian Banking System the Best in the World.
The Keen Competition in Business.

SCIENCE AND INVENTION.

The Adoption of Automobiles in Business.
The World's Greatest Plow Manufacturer.
Several Improvements in Office Devices.

POLITICAL AND COMMERCIAL AFFAIRS.

A Merchant Prince in the Canadian Metropolis.
How Who Fall are Given Another Chance.
Who Stole the Organizer's Handbag ?
The Young Man and his Problem.

TRAVEL AND DESCRIPTION.

The First Steam-Heated Building in Rome.
Canadians Should Indulge in More Boating.
Wealth and Power of India's Native Princes.
English, as She is Recognized Elsewhere.

ARTICLES FOR THE WORKERS.

Some Deductions on the Average Man.
What Financial Prosperity Costs.
Strive to Cultivate the Habit of Goodwill.
A Police Force that is a Credit to Canada.
A Greater Sense of our Responsibility.

ENTERTAINING SHORT STORIES.

A Man of No Imagination.
The Windfall of the Governess.
The Story of a Shattered Affinity.
How Silver Bullet Brought Death to Mad Wolf.

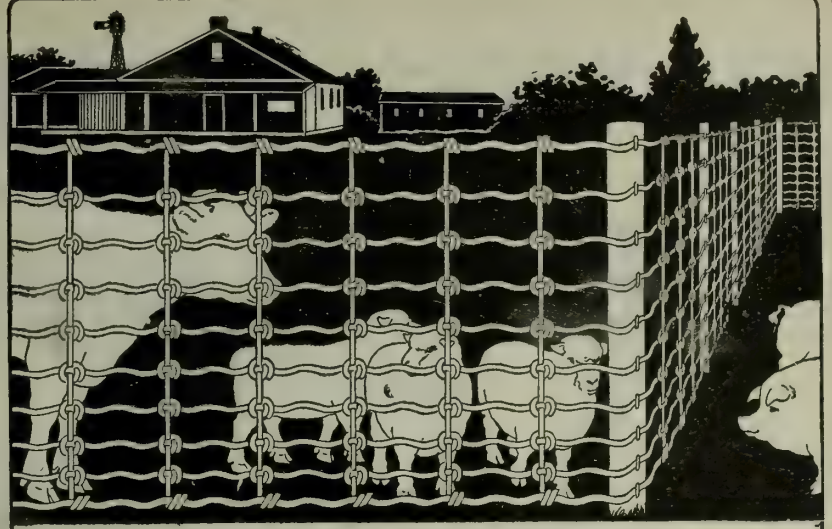
MISCELLANEOUS.

Things Worth Crying About.
Common House Fly Disseminates Disease.
Contents of May Magazines.
The Busy Man's Bookshelf.
Selections of Latest Humor.

Ask for Busy Man's, "the book with the Red cover" on sale at all news stands.

20 CTS. A COPY. $2 PER YEAR

THE BUSY MAN'S MAGAZINE
10 FRONT ST. E., TORONTO, ONT.



THE FENCE THAT'S A FAVORITE

The fence that farmers buy is the fence that it pays dealers to handle. They soon find out the dealers who carry the kind of fencing that best suits their needs. That's why

Peerless Woven Wire Fence

should be carried in stock by all enterprising dealers. It has elastic and resistive qualities peculiar to itself which make it A 1 fence material and a money maker for dealers. Write and ask us and we will tell you why.
Terms and prices on application

The Banwell Hoxie Wire Fence Co. Ltd.
Dept. J, Hamilton, Ont.
Winnipeg, Manitoba.

Old Apple Tree Swing

The strongest, handsomest and safest swing made. It is a delight to every child, an enjoyment to grown-up people. Furnished complete in boxes, with screw eyes and rings. Almost as easy to put up as a hammock

2 Sizes—5 Lengths

ABSOLUTE SAFETY

Chains used are of enormous strength and positively RUST PROOF.

READY TO USE
HARDWOOD SEATS
RUBBER HANDLE GRIPS

EASILY ADJUSTED

Order now of your Jobber.

Made by

Oneida Community
Limited
NIAGARA FALLS, - ONT.

The "Railroad Special"

The Strongest Wrench Made Barring None

BECAUSE:

The Head and Bar is Drop Forged **in one piece from open hearth steel.**

The Screw and Jaw have a deeply-milled thread.

The Handle is our "W. & B." Indestructible Iron Handle, and it fits the hand.

The Jaws are case hardened, the entire Wrench ground, and polished and highly finished.

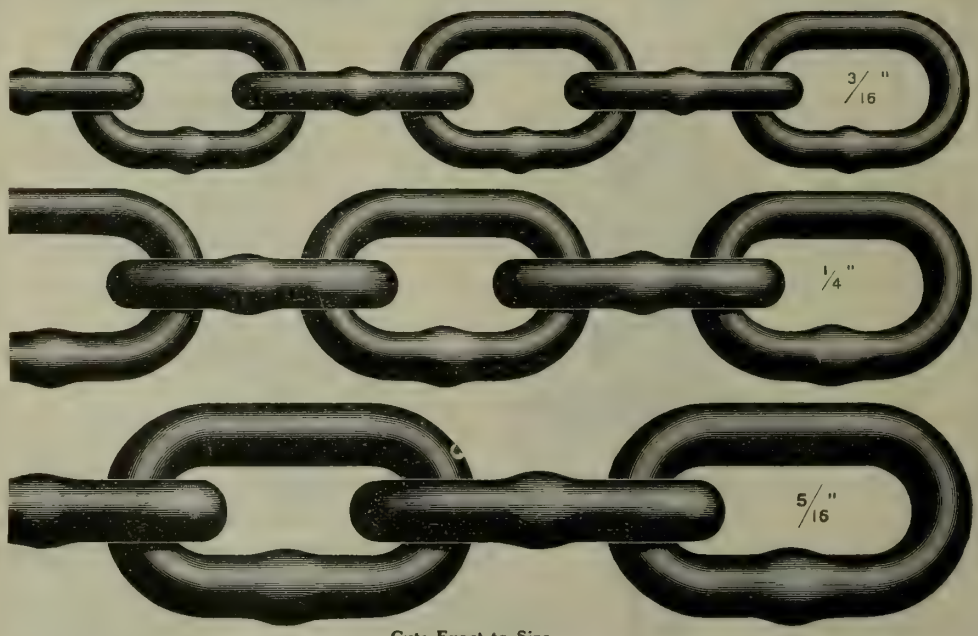
It is the most economical Wrench on the market and is used by the largest Railroads and Manufacturers in the world because it saves them money.

THE WHITMAN & BARNES MFG. CO.

CANADIAN FACTORY AND SALES OFFICE

ST. CATHARINES, - - - - ONTARIO

McKINNON Electric Welded Coil Chain



Cuts Exact to Size

Design Patented

Notice the

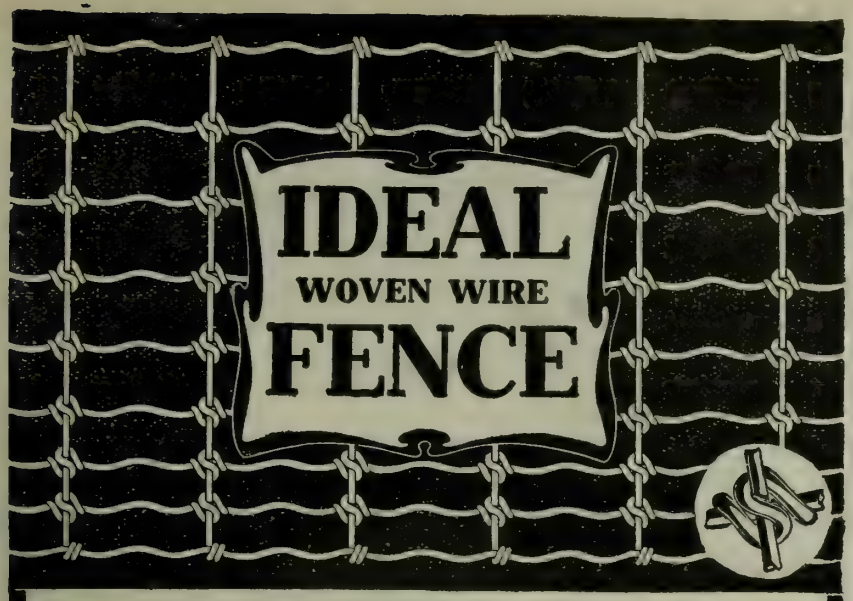
SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

McKINNON CHAIN WORKS

ST. CATHARINES ONT.

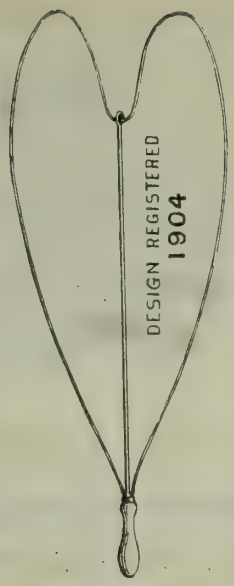


Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
The Ideal Fence Co., Ltd., Dept. O, Winnipeg, Man.



THE
ANTON
CARPET BEATER

Has double the beating surface of any carpet beater on the market.

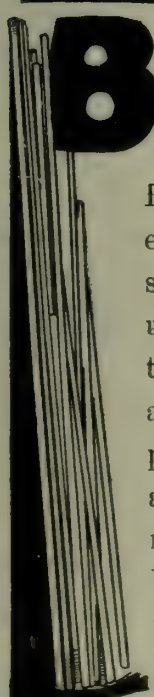
LIGHT, yet STRONG and DURABLE; STIFF, yet PLIABLE and EASY TO HANDLE

Centre rod made of heavy spring steel wire. Outside wires go through the handle and are clinched at bottom end, making it impossible for handle to come off; handle filles with lead thereby making it a perfectly balanced article.

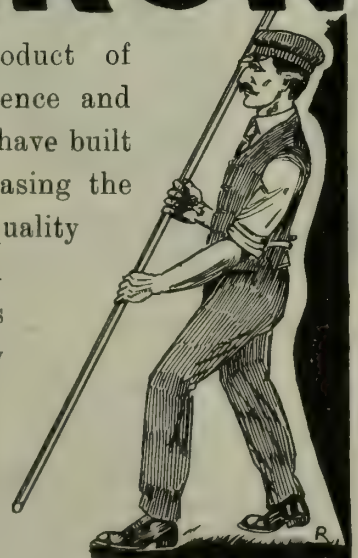
For Sale by

E. T. WRIGHT & CO.
HAMILTON, ONT.

BAR IRON



London Bar Iron is a product of extensive practical experience and scientific knowledge. We have built up a big business by pleasing the trade in the matter of high quality as well as in accuracy and promptness of shipments and closeness of price. Why not send us a trial order? You will be as pleased with our goods as the rest of our scores of satisfied customers.



ASK US FOR QUOTATIONS!

LONDON ROLLING MILL CO. LIMITED
LONDON — CANADA

A Grip on Your Good-Will

If you will read through one copy of Plumber and Steamfitter of Canada, you will decide that you could not afford to be without it, if the subscription price were $5.00 per year instead of 50c. per year, which is the rate to Hardware and Metal subscribers.

The fact that we hold practically all of our subscribers, shows the strong hold we have on their good will.

Our editors and correspondents are on the look out for every job that is worth describing and illustrating. We show our readers the best work that is being done by Plumbers and Steamfitters in the various provinces of the Dominion; tell them of the difficulties that have been encountered, and explain how they have been overcome.

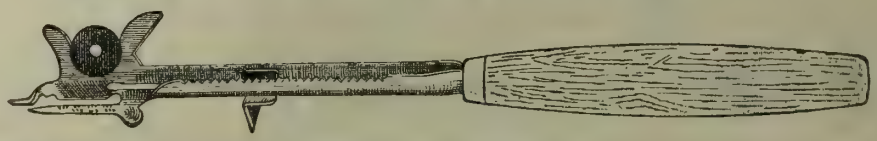
Subscription price 50c. per year to subscribers of Hardware and Metal.

Is not this paper worth one cent per week to you?

Plumber and Steamfitter of Canada

MONTREAL TORONTO WINNIPEG

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

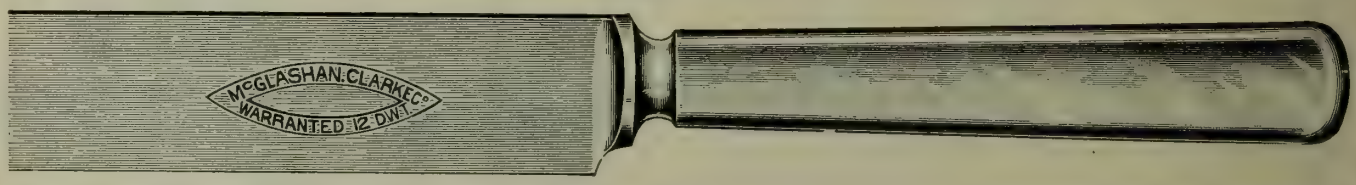
OWNED AND MANUFACTURED BY

THE CANADIAN CUTLERY CO., LIMITED

OFFICE AND WORKS: WESTON, ONT.

Plated-ware, Cutlery, Nickel-Silverware

Our goods are of sound base metal, thoroughly plated and finished, equalling sterling in refined appearance and possessing exceptional wearing qualities. Catalogue on request.

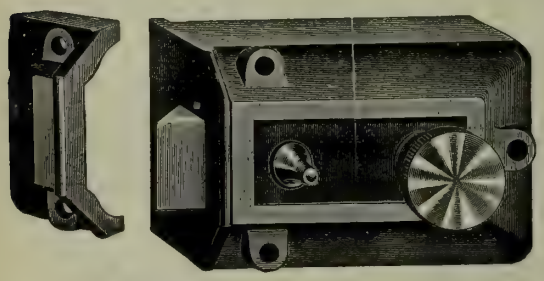


THE McGLASHAN, CLARKE COMPANY, Limited - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Perhaps it is a New Idea to You—

that of taking orders for STRUCTURAL STEEL. But the experience of others proves that there's money in it for the pushing hardware-man. When there's a building going up or being altered, get on the ground early, and see if they want any STRUCTURAL STEEL. We will supply you with any information about Structural Steel and its uses, and will quote you close prices.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

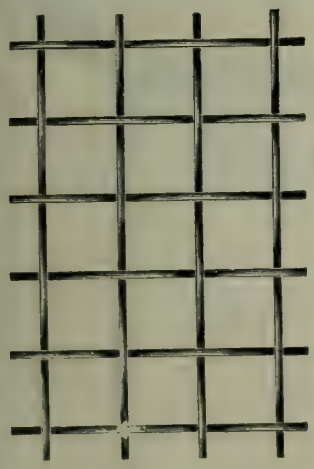
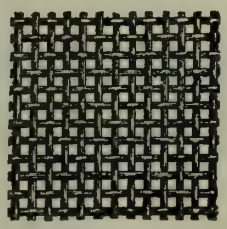
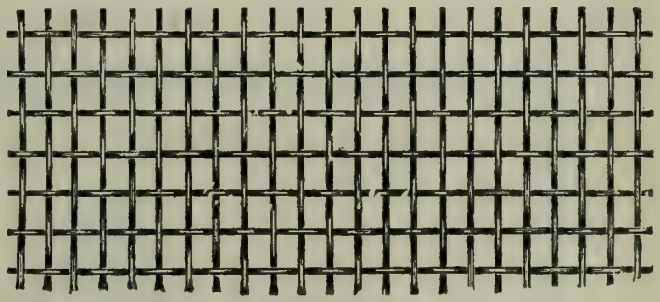
¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope **Transmission Rope** **Bale Rope**
Sisal Rope **Hide Cord** **Lath Yarn**
Clothes Lines **Leather Cord** **Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

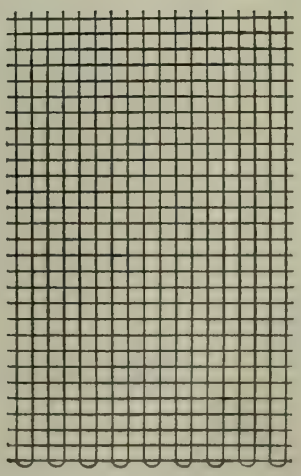
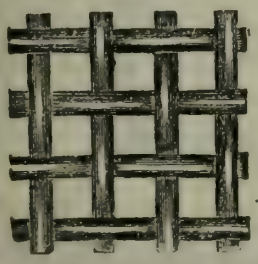
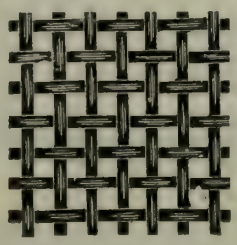
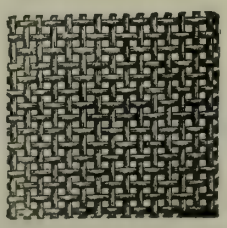
WIRE CLOTH

We make all kinds of Wire Cloth for every purpose. We can supply any mesh required from any size of wire. Quality and Finish the very best. We carry a large stock of all standard grades and can ship promptly.

We Solicit Correspondence.

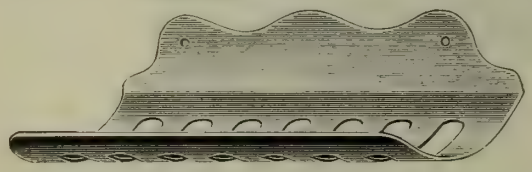
Special Catalogue Sent on Request.

THE B. GREENING WIRE CO., Limited
Hamilton, Ont. Montreal, Que.

Bath-Room Accessories

Stationary tooth-brush holders, nickel-plated on brass plate. Holds six brushes. Openings shown by old English letters.



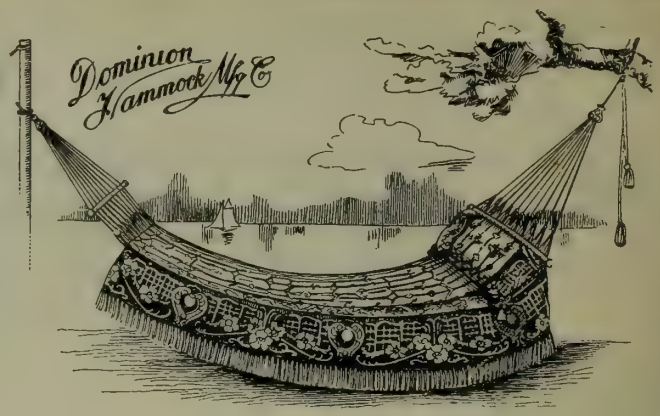
Comb and Brush Shelf, nickel-plated on brass plate. Just as substantial as it looks. It does not accumulate dirt.

Two fast sellers. All our Bath-room Accessories have **"Forsyth" Finish,** which places them in the peerless class.

Secure our literature. It will interest you.

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

36" AND 40" NETTING

PALMER HAMMOCKS

and

ACCESSORIES

CUT No L78.

Hammock — Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1908 Catalog showing 112 colored illustrations.

NEW YORK OFFICE
55 Worth St.

The I. E. Palmer Co.

MIDDLETOWN
CONN.

Canadian Representative:
R. N. SCOTT, - - 200 McGILL ST., MONTREAL

7/4 AND 8/4 LENO

Auto Spray

Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

Your Profits Depend

on buying at a low price and selling at a decent advance. That's just why it'll pay you to deal with us for

EMERY AND CORUNDUM

Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones, etc.

The quality of our goods is every bit as high as any imported goods of a similar nature. Our prices are mostly lower than imported goods. Besides, when you order our goods, **you don't pay any Customs Duty.**

SEND TO-DAY FOR OUR CATALOGUE

Canadian Hart Wheels, Limited

Hamilton, Canada

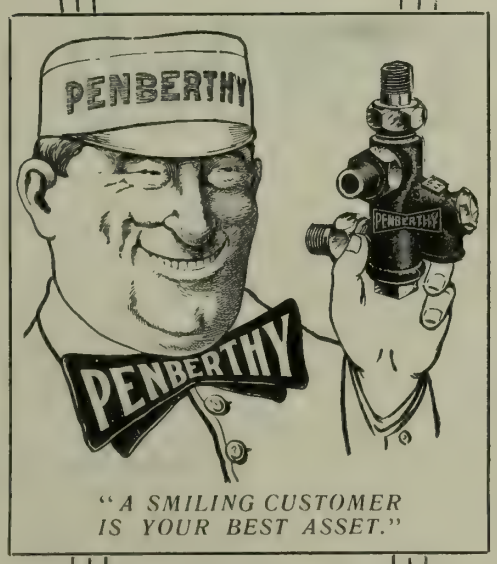
PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

EVERY

HARDWARE MERCHANT IN CANADA SHOULD STOCK ALL THE PENBERTHY LINES

WHY NOT TRY THEM AND SEE YOUR SALES INCREASE IN BRASS GOODS

WRITE OUT THE ORDER TO-DAY AND SEND IT TO YOUR JOBBER



"A SMILING CUSTOMER IS YOUR BEST ASSET."

MAKE A RESOLUTION NOW TO BUY THE BEST SELLERS —AND THAT'S

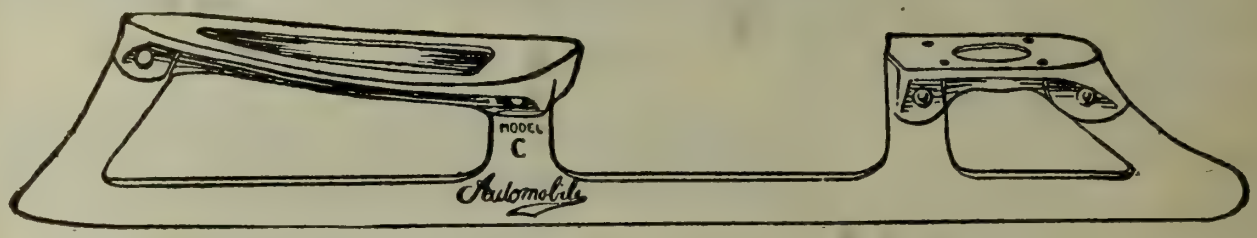
PENBERTHY

ONCE AND ALWAYS

Penberthy Injector Co., Limited, Windsor, Ont.

PITTSBURG—"THE STEEL CITY"

Is the heart of the American steel industry and headquarters for those high-calibre steel experts Carnegie, Frick and Schwab. When Pittsburg comes to Toronto Junction to buy Automobile Skates of nickel steel, it surely speaks well for the sterling quality of Automobile Skates.



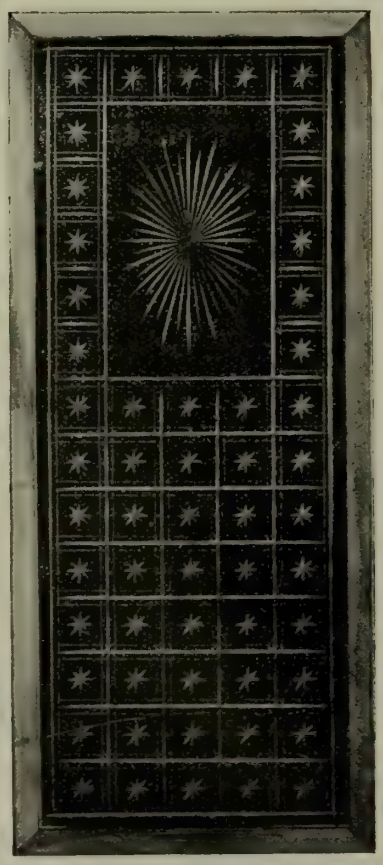
"I have used your Model "C" skate on indoor ice here since November, and the edge is as good as ever." (Signed) F. B. Kirchner,
Room 321 Carnegie Bldg.,
Pittsburg, Pa., U.S.A.

Minute inspection and comparison not advertising sell the Automobile Skate.

CANADA CYCLE & MOTOR CO., Limited

TORONTO JUNCTION, CANADA

Toronto, Winnipeg, Vancouver, Melbourne



Can You Supply the Demand for

LEADED GLASS?

We can help you to supply any local demand for anything in this line. Our catalogue shows designs for art glass windows which cannot be equalled anywhere for variety and beauty. Our big business and splendid organization enables us to

Quote You A Low Price

for the very highest class of work. May we send you our catalogue? You ought to have it beside you in case an inquiry comes along.

The Hobbs Manufacturing Co., Limited

London Toronto Winnipeg

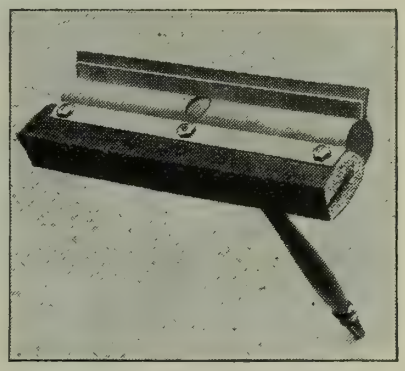
Order a set of J. A. Henckel's Twin Brand Razors and this nice cabinet is yours **free of charge.** Nicely displayed goods are already half sold. That is the reason why our Cutlery Display Cases are so well liked all over Canada. They act as **silent salesmen,** because they look **first-rate** and the goods are **second to none** in quality, finish and workmanship. Prices are right. Drop us a post card or write to your jobber for further particulars.

F. W. LAMPLOUGH & CO., 9 de Bresoles St., **MONTREAL**

A New

Window Cleaner

Every Office, Store, Business House and Residence Should Use it



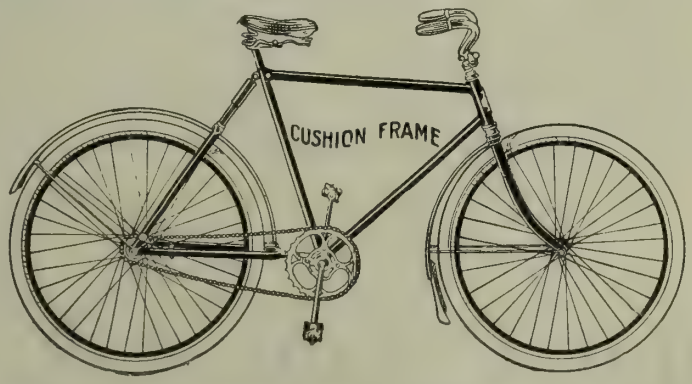
"TWO IN ONE"

Write for prices

H. W. Nelson & Co.
Toronto Limited

"The Bicycle Annihilates Distance, and the Office and the Home Are One"

That's a splendid and convincing argument to advance to the prospective customer, it's an argument to clinch the sale—try it.

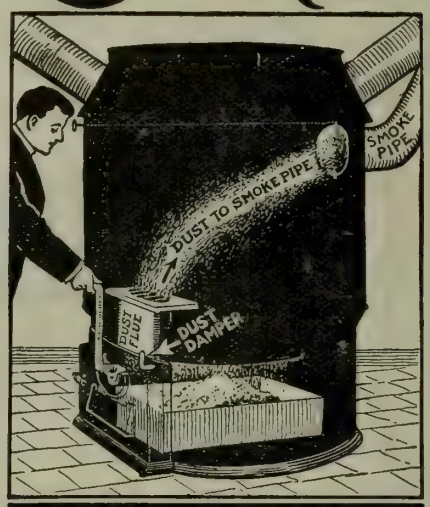


Bicycles in your store add a new interest to your business. Consider these peerless mounts, Massey Silver Ribbon, Cleveland, Perfect and Brantford—four distinct lines in rigid and cushion frame models, with a full range of prices in each. Write for descriptive literature to the

Canada Cycle and Motor Company, Limited
(MAKERS OF THE WORLD'S BEST BICYCLES)
West Toronto, Canada

TORONTO WINNIPEG VANCOUVER MELBOURNE

"Sunshine" Furnace



Where Shaking is Respectable

A Draft off furnace dome, with no other assistance, is powerless to overcome the dust nuisance in shaking time. Only surplus dust rises of itself above the fire. Great bulk descends into ash-pit, and unless legitimate outlet is therein provided, dust will escape through ash-door slits and into operator's face.

In "Sunshine" Furnace the legitimate dust outlet is provided. It's a great big dust-pipe running straight from ash-pit to dome, thence to chimney. When big pipe damper is opened, all dust in ash-pit ascends to dome; then, when direct drafts are opened, all dust passes up chimney.

Always the clean and quick dust route in "Sunshine" Furnace — via grate, to pan, to dust-pipe, to dome, to chimney, to open air.

Write to us for "Sunshine" testimonials received from your own townspeople.

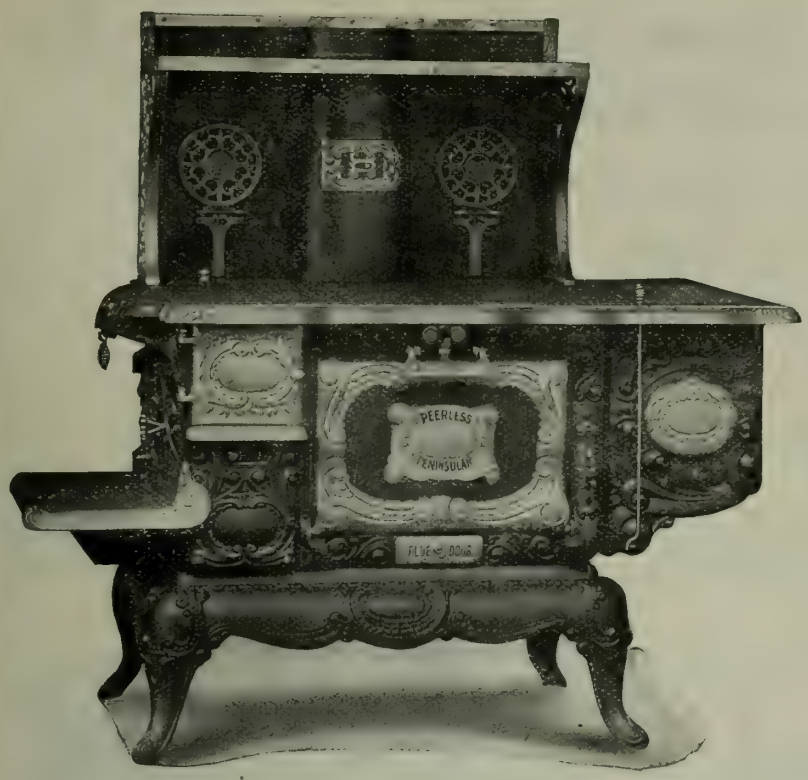
LONDON
TORONTO
MONTREAL
WINNIPEG

McClary's

VANCOUVER
ST. JOHN, N.B.
HAMILTON
1 CALGARY

This is the class of newspaper advertising we are doing in behalf of "Sunshine" Agents. These ads will appear in all Canadian papers.

Wouldn't You Like the "Sunshine" Agency for your town?

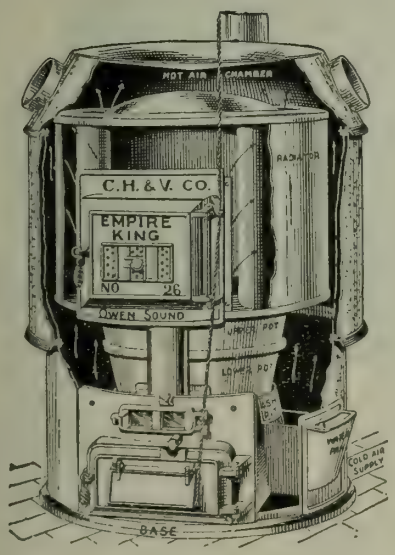


The Large, Square Fire Door

of the **Peerless Peninsular** is a great advantage when selling to a man who wants to burn wood. It opens up on a large wood fire box that will burn comparatively rough wood and has plenty of capacity to heat the oven. The change from coal to wood can be made almost instantly. To remove the end linings and reverse the grate bars is all that is necessary, but where desired we can supply a special wood fire bottom. The Peerless is just as well adapted for country as for town trade.

CLARE BROS. & CO., LIMITED - PRESTON AND WINNIPEG

A Profitable Furnace Business



is only possible to the dealer who handles a furnace which is easy to set up and satisfactory when it is set up. Many dealers have proved that the

"Empire King" Furnace

comes under such a class. It is low built, avoiding joist cutting in low cellars. It is solid and simple in construction having few parts and few joints, thus being easy to set up right, and staying right when it is set up. Has all up-to-date improvements and will give equally good satisfaction in burning hard or soft coal, coke or wood.

Special grate for wood, fitted on top of coal grates, taking in 24 and 39 inch pieces.

Canadian Heating and Ventilating Co.

Owen Sound, Ontario **Limited**

Supposing a Lady Came to Your Store to Buy a Range

and you showed her one similar to the kind she bought ten years before—covered with lumpy, unattractive ornamentation, and without anything "different" to catch her attention.

Then Supposing Your Competitor Shows Her

Gurney's Imperial Oxford

and its Removable Nickle,
Lift-up Hearth,
Reversible Grate,
Division Flue Strip,
Non-warp Covers,
Removable Fire Linings,
Oval Fire Box,
Tasteful, Beautiful Finish.

The Division Flue Strip
Half the heat MUST go around the front of the oven.

Which Is Going to Land the Sale?

ASK US FOR PRICES

THE GURNEY FOUNDRY CO., Limited,

STOCKS CARRIED AT

Toronto, Montreal, Winnipeg, Hamilton, Calgary, Edmonton, Vancouver

At

The New Waverly Warehouses and Structural Shops of The Carnegie Steel Co., Newark, N. J.

CUT TO ANY LENGTH. *And* *QUICK SHIPMENT A SPECIALTY.*

The North Works of The Illinois Steel Co., Chicago, Ill.,

We carry in STOCK 100,000 Tons

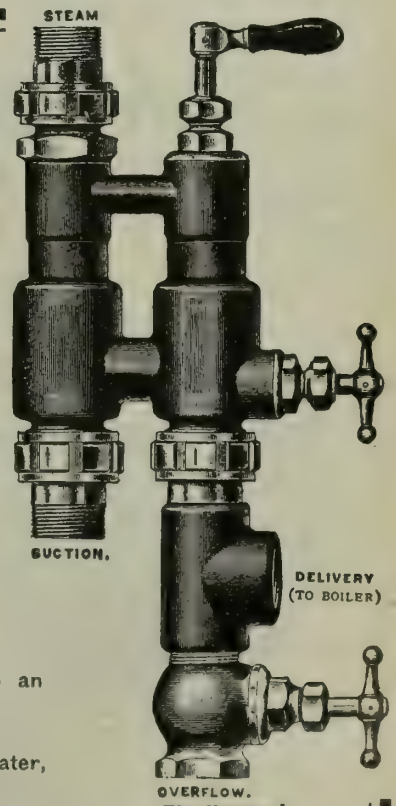
BARS, PLATES, BEAMS, CHANNELS, ANGLES, RAILS

We also solicit inquiries
For Prompt Shipment Direct from Mills, Pittsburg, Pa.

United States Steel Products Export Co., Montreal, Can.

Distributors For Quebec, Eastern Ontario and Maritime Provinces.

The Genuine **HANCOCK INSPIRATOR** and **EJECTOR**



The Hancock Inspirator

The Hancock Inspirator differs from the Injector type of boiler feeder in that it is a double tube machine instead of single tube and for this reason is preferred by many of the engineering trade.

It works under the widest range of pressure limits, and feeds water to boiler at highest temperature, requires no adjustment in operating due to any change that occurs in the steam pressure.

The Hancock Ejector is used for lifting any Fluid to an elevated position, all sizes lifting 25 feet.

Adapted for use in cheese factories, for lifting whey, milk, water, etc.

All machines fully guaranteed.

The James Morrison Brass Mfg. Co. Limited,
Engineers' Supplies and Steam Specialties

93-97 Adelaide St. W., TORONTO

OUR CAPACITY DOUBLED!

Our new building, 500 feet deep, has doubled our capacity.
Additional machinery—the finest mechanical construction has not only increased but improved our output.

Sportsmen and Riflemen throughout Canada have declared for Dominion Ammunition.

Results are more satisfactory—there is a greater effectiveness, and a more absolute certainty in using

DOMINION AMMUNITION

THAN in using any other.

It is cheaper too—price for price imported Cartridges do not compare with Crown, Imperial or Sovereign shells—and in metallics the difference is even more in our favor. The saving of a large duty is a very important factor, and it is not only the customer who gets the benefit

Why not standardize your stock and sell only "Dominion Ammunition?

We can sell you a load to fit every modern fire-arm, rifle, pisto or shot gun. Our goods give best possible satisfaction. Why then lock up hundreds of dollars in sundry lines of doubtful saleability?

Our sales-manager will gladly explain—write us

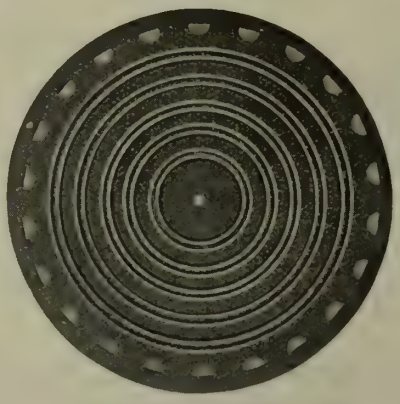
Dominion Cartridge Company, Ltd.
MONTREAL

TRADE MARK

KEMP'S Asbestos Stove Mats

"VICTOR"

FIREPROOF NEAT STRONG



The Asbestos being frail, this mat is reinforced with a steel back of a superior quality of blue finished steel, and being constructed in the strongest possible manner, it is easily the most durable mat on the market.

	"Victor"
No.	1
Inches, diameter	9
Per doz.	85

WRITE FOR DISCOUNT SHEET

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

EXECUTIVE COMMITTEE MEETING

The largest and most successful meeting yet held by the Ontario Retail Hardware and Stove Dealers' Association Executive Committee took place on Good Friday afternoon at the Queen's Hotel, Toronto. President Hambly presided and the following were present: Vice-Presidents Brocklebank and Ballantyne, Treasurer Caslor, Secretary Wrigley and Executive Members Scott, Cinnamon, Chown, McMillan and Richardson. Mr. Peart was unable to attend. The minutes of the preceding meeting were read and adopted.

The secretary made a report regarding bonds for the secretary and treasurer but it was decided to take no action at present.

It was decided to secure for the executive members copies of the National Hardware Bulletin, published by the National Retail Hardware Association of the United States in order that the Ontario executive officers may learn as much as possible regarding the work of the associations across the line.

Messrs. Caslor and Wrigley reported regarding their visit to the New York State Retail Hardware Association convention at Buffalo and they were appointed a committee to make arrangements for the next annual convention at Hamilton. A special badge bearing each delegate's name will be secured and if possible arrangements will be made to allow manufacturers to make exhibits at the convention. Visits will also be made to some of the hardware manufacturing plants to witness the processes of manufacture.

Plans for extending the membership were discussed and a line of action mapped out for the secretary to follow. Members in each town are urged to get together to deal with local trade matters. Whenever called upon to do so by members, the secretary was instructed to call meetings of the trade. Until the Criminal Code is amended to allow merchants to arrange minimum prices (as doctors and others are now allowed to) a general campaign to organize district associations will not be undertaken.

Cartage Charges Again.

The secretary was instructed to arrange a meeting with the Railway Commission, the President and the members of the transportation committee to appear and urge a revision of the regulations forcing hardware merchants to pay cartage charges at point of shipment as well as at point of delivery.

In the meantime each member of the Association is urged to fight the matter out individually with jobbers and manufacturers not allowing the charge. Reports were received of many firms securing refunds after declining to pay the charge at point of shipment.

One executive member presented one of the firm's cards on which they had placed with a rubber stamp: "We do not pay cartage at shipping point. Kindly deduct from invoice." A card is handed to each traveler and one attached to every order.

A report was also made regarding the action of the Chatham Retail Merchants' Association in taking joint action against paying cartage or boxing charges. A card is to be printed to be used by members in notifying jobbers and manufacturers that no cartage, etc., will be paid except at point of delivery.

The executive decided to take no action at present against boxing charges but to request the co-operation of the Retail Merchants' Association in fighting the matter before the Railway Commission.

Legislation Matters.

Reports regarding marking of second grade white lead and unfair competition enamelware seconds were received and referred to the committee on legislation.

A letter from Attorney-General Foy and a copy of the new Division Court Act laid over until the next session of the Legislature were also referred to the committee on legislation.

The Secretary was instructed to continue opposing the Co-operative Act now before the Senate and place the views of the Association before every Senator from Ontario.

The Legislation Committee were also instructed to confer with representatives of the Retail Merchants' Association and arrange to co-operate with that organization on all matters of legislation affecting merchants generally.

Committees Appointed.

D. Cinnamon, Lindsay, and R. C. Chown. Belleville, were elected a committee on legislation.

W. H. Richardson, Essex and J. R. McMillan, Guelph, were elected a committee on trade grievances.

D. Brocklebank, Arthur, and W. G. Scott, Mt. Forest, were elected a committee on transportation matters.

J. W. Peart, St. Mary's and A. Ballantyne, Brantford, were elected a committee on Mutual Insurance.

President Hambly, Barrie, to be ex-officio, a member of all committees and the Secretary to act for each committee with no vote.

Mutual Insurance.

Messrs. Caslor and Wrigley reported regarding an interview with a firm of insurance brokers who offer a profit-participating policy, on which each member could expect to save up to 40 per cent. of his present payment for insurance. The success of the plan would depend, however, upon at least one hundred members, placing an average of $5,000 each at underwriters' board rates. The executive felt that while this plan should receive further consideration the Mutual Insurance Committee should make arrangements to apply to the Legislature at its next session for special legislation enabling the retail hardwaremen of Ontario to organize a mutual fire insurance company along the lines of those so successfully operating in Wisconsin, Minnesota, Pennsylvania, Ohio and many other states across the border.

Trade Grievances.

Complaints were received from members of Oshawa, Thessalon, Newmarket, Goderich, Ailsa Craig and Trenton, and after a general discussion these were referred to the grievance committee for consideration.

One complaint dealt with the publication each Saturday in a Toronto morning paper of wholesale prices on turpentine, linseed oil, white lead and other paint articles. As other daily papers have discontinued publishing such market reports and this paper has declined to do so the Secretary was instructed to report the matter to the members of the Association throughout the Province. The publication of wholesale quotations in daily papers was considered unjustifiable as it encourages persons outside the trade to look for prices which do not allow merchants a living profit over the cost of freight and other necessary expense of handling the goods. No objection, however, was made to the publication of the prices quoted in the primary markets, such as turpentine at Savannah, linseed oil at London or Calcutta, etc., the trade securing all the local market quotations through their trade paper.

The executive decided to meet again in Toronto on Labor Day, Sept. 7.

CAUGHT HIM OFF DUTY.

While Russell C. Chown, of the W. W. Chown Company, Belleville, was in Toronto last Friday attending the Ontario Retail Hardware Association Executive meeting the stork swooped down on his Belleville home and left a junior Russell to greet the happy father on his return. It was the stork's third trip but it was a case of three times and out as the two first visits resulted in the addition of girls to the family. Congratulations are in order.

What To Do Next Month

Presuming that the retail merchant has taken advantage of the slack time between the finish of his stocktaking and the opening of his spring trade this coming month, to have his stock well assorted, and his store cleaned and brightened up, then he is in the comfortable position of knowing that he is fully prepared for whatever business that may be coming his way.

We cannot lay too much importance upon this condition of being prepared. The man who procrastinates, the man who leaves off doing certain things that he knows will have to be done sooner or later, simply because he has not the determination to take time by the forelock, impedes his own progress, and adds difficulties to his task that should really have no existence.

* * *

For instance, a merchant can have no better advertisement, no finer business getter, than a nicely decorated store. Clean shelves and counters, and spick and span silent salesmen. The days of dust and general slovenliness are over. Stoves are not sold any the quicker if they are so coated with an accumulation of dust that the name of the maker can be written upon them with the finger. Customers are not attracted by smeared walls and paint worn woodwork.

Especially is this the case now that the womenfolk are coming to the store in increasing numbers. It is the womenfolk who have to be catered for, and to them dust and general neglect are, and rightly so, incompatible with good trading. There are very few merchants, we should imagine, who do not realize this. But to realize a necessity is one thing, and to provide for it at the best and most convenient time, is quite another.

A man may know that his store wants brightening up and improving, but he may not have the foresight or determination to effect the improvements at the right time. The period that has elapsed between now and the finish of stock taking is the time best adapted for store improvements. Business is not so heavy, and workmen are cheaper, and have more time on their hands to make a good job of the work.

The merchant, then, who can now survey his store ready to match the spring with its bright paint and fresh embellishment is in a happy condition. The man who has left the work over until his spring trade is upon him, becomes the victim of procrastination. His attention which should wholly be given up to his trade, will be greatly diverted by having to look after decorators, and his store will be encumbered with ladders and pails, when all the floor space is needed for the rush of customers.

* * *

In the same way, the merchant who is behind hand with his stock assortment lays himself open for much loss of trading. Windows should now display spring goods, and, what is more to the point, they should reflect complete lines in the shelves behind them. It is folly to attract the attention of a customer by the display of an article, and have no stock from which he, or she, as the case may be, can select the desired size, or the one that comes nearest in price to the amount desired to be given.

There is little use in showing a refrigerator, for instance, if no fair range of them are carried. A customer will not be content with the bald statement that others are on order. The article is wanted there and then, and if it cannot be obtained the merchant's competitor, or the mail order house, probably, secures the sale. And so in other articles.

We do not mean to say that it is necessary to carry complete lines in everything, but let the merchant be prepared, by the knowledge of his past experience, for the spring trade now coming upon him. The man who has ordered well ahead, who for the time being is relieved of any anxiety of being held up by delay in shipment from the jobbers, and whose lines are well assorted, is in the best position for the eagerly awaited spring demand.

* * *

Presuming that the average retail merchant is in the best of condition for the opening of spring trade. His stock is ample, and his store in the best of appearance. What shall he do next? Why, let his windows beam forth the glad news that spring has come. Display gardening tools to remind the lucky possessor of a garden, that he is deficient in several articles necessary for the cultivation of his flowers and vegetables; lawn mowers, hose pipe, sprinklers, and syringes, to remind him of the well being of his lawn. Likewise show house cleaning utensils, carpet sweepers, polishes, washing and wringing machines, to recall to the careful housewife the painful necessity of spring cleaning —kitchen utensils to repair the ravages of winter, and paint to remove the weather-beaten state of fences, walls, etc.— wire screens and doors to keep out the ubiquitous fly, clotheslines and pulleys, refrigerators and ice tongs.

* * *

Then the June weddings should not be lost sight of. The progressive hardwareman pays more and more attention to silver-platedware and cut glass. It is a profitable line, and as the womenfolk resort to the hardware store in increasing numbers, so the demand for it becomes greater. The staple hardware articles are now cut to such an extent that the growing popularity of silver-platedware is a feature that cannot be ignored. Besides, these fancy goods are a great help to the attractiveness of a store. They relieve the sombreness of the heavier articles of the hardware store, and are a great help in the window displays. Pickle jars, cake stands, maple syrup jugs, spoons, servers, teapots, water jugs and so on, are all lines that will be acceptable presents to the June bride.

* * *

With the building season close at hand, builders' hardware should not be overlooked. Landlords are paying more and more attention to the appearance of the doors and cupboards. Higher grade, and more artistic articles are now being employed, and although a merchant may not be able to run a builders' hardware sample room, he can carry a good assortment of lock sets, bolts and butts, which command good sale and fair profit.

* * *

Last, but not least, there is the most necessary sporting department. No spring display can be complete without the nation's sporting accessories. What window commands greater attention than a good sporting one, or what subject lends itself to better display? The summer holidays seem nearer when we look at a tent and camping outfit, the fish more eager than ever to bite when fishing rods are pushed forth into view, the most difficult curve a perfectly easy hit when eyes alight upon a seductive looking baseball bat, and so on.

* * *

Above all thing give to the windows, and to the store interior, a decided spring appearance. Let the passerby, and the customer, have something more than the sun and the warm weather to remind them that the most glorious time of the year has arrived. The purses of the country must be opened at this time if they are to help at all in the country's good, and the windows of the hardware stores must aid and abet in the good work. The consumptive demand is accelerated by attractive displays. The desire to possess is stimulated by observation. The truth of the old saying, "What the eye does not see the heart does not grieve for," has been attested over and over again. The hardwareman should take a lesson from this and make certain that the eyes of his community do see, and in no half-hearted manner either.

Sawyer & Massey, of Hamilton, are shipping considerable road making machinery to the West at present. Several car lots were shipped to points west of Winnipeg last week, and several others will be sent off this week. The firm reports business to be picking up somewhat, although considerably below the average of two or three years ago.

Letters to the Editor

On This Page Readers of Hardware and Metal Are Invited to Express Themselves as Frankly as They Desire on Any Subject Connected With the Hardware and Kindred Trades, Contributions Are Solicited With the Aim of Making This a Purely "Subscriber's Page."

THIS WAS GOOD SALESMANSHIP.

Sir,—I was much interested in a recent article in Hardware and Metal, headed, "A Lesson in Substitution." It is a broad subject and one that can be looked at from many viewpoints. My experience differs from that of the druggist mentioned in the above article.

I happened one day in the store of our opposition. While there, in walked a lady who asked for a certain article. She was politely told that they did not have it. "But," asked the clerk, "would anything else do instead ?" "No, nothing," was the reply.

On casting my eyes about the shelves I was about to point out an article that would answer the purpose and one that was worth more money than the desired article, when suddenly I remembered I was in another hardware store than the one I worked. The lady was called by name and told where she would be likely to get it, and that there were two other hardware stores up the street.

I left the store in order that I might be at my post before the prospective customer arrived. Seeing her coming, I was ready to receive her, and as she asked for the already mentioned article I told her we did not handle it, but had something I thought would answer her purpose even better. Showing her the article I explained why I thought it better, and she took it at my suggestion. She had never before entered our store, but has now become a permanent customer.

"CLERK."

Barrie, April 10, 1908.

AUSTRALIA CONSIDERS COMMERCIAL TRAVELERS.

J. S. Larke, Canadian Commissioner, Sydney, Australia, writes the editor of Hardware and Metal as follows :

Sir,—I notice that the commercial travelers of Canada seek to obtain an arrangement of election day that will enable them to be at home. In Australia election days are held upon a Saturday, as a rule, which enables their desire to be carried out. The extent of Canada makes the fixing of Saturday a greater difficulty than in Australia. The vote of commercial travelers is an important one, not so much for the numbers as for the general intelligence of its members, secured through their intimate knowledge of the condition of the large sections of the country, their opportunities in this respect being greatly beyond those of almost any other class of the population. Hence it is important that it should be registered.

Another arrangement that assists a commercial traveler in Australia is that Christmas and New Year are observed on the days on which they fall, but the other holidays of the year are held upon the Monday following their natural date. This enables the commercial traveler to spend these holidays with his family.

J. S. LARKE.

Sydney, Australia, March 11.

A BOOMERANG.

The proprietor of a store, a man of most excitable temperament, was forever scolding his clerks for their indifference in the matter of possible sales. One day, hearing a clerk say to a customer, "No, we have not had any for a long time," the proprietor, unable to countenance such an admission, began to work himself into the usual rage. Fixing a glassy eye on the clerk, he said to the customer, "We have plenty in reserve, madam, plenty downstairs." Whereupon the customer looked dazed, and then, to the amazement of the proprietor, burst into hysterical laughter and quit the shop. "What did she say to you ?" demanded the proprietor of the clerk. "We haven't had any rain lately."—Contributed by D.G.R.

BLOW YOUR OWN HORN.

The man who blows his own horn is the man who succeeds. We used to look upon him with suspicion, but in these strenuous times unless you make yourself felt and heard you are apt to get lost in the crowd.

Whatever your business, you will have to blow, blow, blow. Tell folks what you have to sell, how much better it is than similar lines, in what particular points it excels, and so forth. If you don't tell the people about it, who will?

If you are looking for a position you must impress the prospective employer with the fact that you are better than the average. If you lack confidence in yourself you can hardly expect that any one else will trust you.

If you have nothing to "blow" about, then you had better keep quiet. Look around you and see how many people are filling good positions that you could fill just as well as they if you had the chance. In many cases it is because you have not the "nerve" and not having it you cannot impress other people with your ability.

Other things being equal, Jones who "blows" and can back it up has a hundred chances where Smith has one chance.—Contributed by J.A.S.

HONESTY IN LITTLE THINGS.

The maximum of honesty is conscientiousness in little things. The clerk or bookkeeper who uses his employer's postage stamps for his private correspondence may not be intentionally dishonest, and would indignantly resent such an implication as an insult ; but is he not appropriating another man's property to his own use ? The same principle applies to writing one's letters in the time for which the employer pays. The employer might not object in either case if he knew it, but is it right ? Indeed, is not the failure of many a young man in commercial life owing to dishonesty in minor details of business ?

I have known of clerks being given car fare to go to a distant part of the city on an errand, who walked instead of riding, pocketing the money given them for car fare. Was it dealing honestly with the employer ? Besides taking the money, they took more time for the trip. Some may think this is splitting Puritanical hairs ; but is it not a practical application of the Golden Rule to avoid these seemingly trifling acts ?—Contributed by R.C.C.

MYSELF AND ME.

I'm the best pal that I ever had,
  I like to be with me ;
I like to sit and tell myself
  Things confidentially.

I often sit and ask me
  If I shouldn't or I should,
And I find that my advice to me
  Is always pretty good.

I talk with me and walk with me
  And show me right and wrong,
I never knew how well myself
  And me could get along.

I never try to cheat me,
  I'm as truthful as can be,
No matter what may come or go,
  I'm on the square with me.

You'll try to dodge the masses,
  And you'll find a crowd's a joke
If you can only treat yourself as well
  As you treat other folk.

I've made a study of myself,
  Compared with me the lot,
And I've finally concluded
  I'm the best friend I've got.

Just get together with yourself
  And trust yourself with you,
And you'll be surprised how well yourself
  Will like you if you do.

—Contributed by T.B.A.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - - - 232 McGill Street
Telephone Main 1255

TORONTO - - 10 Front Street East
Telephone Main 2701

WINNIPEG - - - - 511 Union Bank Building
Telephone 3726

LONDON, ENG. - - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

CHICAGO, ILL - - - - - 1001 Teutonic Bldg

NEW YORK - - R. B. Huestis 544 West 145th St.
Telephone 2430 Audubon

VANCOUVER, B.C. - - - - - R. B. Bennett

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

ENCOURAGE LOCAL FAIRS.

There are more ways for the retailer to reach the farmer and his pocketbook than most merchants imagine. The bright little town of Kentville, N.S. furnishes a good example of one way, the importance of which is not generally appreciated. According to facts furnished us by a good friend of the MacLean Trade Papers in that town.

Some weeks ago a horse show was arranged in Kentville and the merchants of the town joined with the promoters to make the affair a success. How they worked and the interest that was taken may be judged from the fact that 2,000 visitors were brought into the town, which, by the way, has a population of about 1,800 at an expenditure of only $60, presumably for advertising.

The value of these fairs, particularly to the smaller towns, cannot be too largely estimated. It is pretty certain that the Kentville merchants got back a good deal more than they laid out in benefits accruing from the influx of visitors.

Aside from the direct benefit received in largely increased sales for the day or days of the fair, there are other results worth considering. Such an exhibition is an excellent advertisement for the town where it is held. Visitors are attracted from a large section of country, become acquainted with the place, its industries, its stores and its attractive features and are likely to return frequently. In another way, the local merchants are pulled out of ruts in an attempt to get their places of business in attractive form for the inspection of visitors and general benefit results.

It will be well worth the retailer's trouble to lend every encouragement possible to such enterprises which are being arranged in his locality.

MONTREAL'S PROPOSED EXPOSITION.

Although the Montreal City Council turned down a motion the other day that a small tax should be levied in support of an exposition in Montreal, the project has by no means been shelved. At this embryonic stage of the proceedings no other decision than that which was given could be expected from the civic authorities. Taxes cannot be, or should not be, lightly imposed, and the warmest advocate of a Montreal exposition, whether it be local or international, cannot as yet admit that the citizens generally have given their sanction to that financial support of the scheme which is necessary to carry it out successfully. As it was stated in the Montreal Council, the public must pronounce first, before civic action can be definitely taken.

It is the public then who have to be convinced as to the desirability of an exposition being held in Montreal, or rather not so much convinced as to its desirability, as assured that the project is seriously meant, that it will be run on businesslike lines for and in the best interests of the city. No enlightened man can be blind to the benefits accruing from an exhibition of a strictly public character. Not only would such a project advertise the city, holding forth great attractions to visitors, but it would assemble the various industries of the community, and of those in other parts of the country desirous of exhibiting wares, stimulate trade generally, and be of great educational value.

It is doubtful if the average man in the street fully realizes the extent and resources of Canadian manufacturing enterprise as represented in the city of Montreal alone. He knows of this and that factory, but there are many others turning out their products in as great, if not greater, abundance, of which he is in total ignorance. If during the recent misgivings as to Canadian prosperity, alarmists had been able to visit such an exhibition of industrial resources and enterprise as the city of Montreal could display at any moment, less panicky talk would have been uttered. An object lesson would have been given that would have silenced many doubters. In an educational sense, therefore, an exposition is of great value, while from a business point of view there can be no doubt as to its benefits.

It is evident that the idea of an exhibition has secured strong hold upon business circles in Montreal, and it is only for the promoters to show the citizens generally that they are determined to carry the scheme through on broad lines, to obtain all the moral and material assistance that is required. We have no doubt that this assurance will be given to the city.

Not only has a local exhibition been mooted in Montreal, but an international one as well. From the one idea to the other is an easy stretch in discussion, but not so easy in realization. With adequate aid from the Dominion, Provincial and City Governments, and proper organization, we believe with the Assistant Commissioner of the Canadian Government Exhibition Commission, that there is nothing to prevent such an exposition in Montreal from being a national, as well as financial success. Montreal would make a splendid location for an international affair, not only so far as the Dominion is concerned, but in regard to Europe and the States. A successful exposition would be of lasting benefit to Canada, but a project of this kind is a mighty undertaking, and no chance must be incurred of the nation being discredited in any way. Before the support of the Dominion can be lent, a reasonable amount of assurance must be given that the project can be successfully organized and carried out.

Let the Montreal business men, therefore, show that they can make a success of a local exhibition, as we have no doubt that they can, and then will come the time for seriously considering the greater project.

COURTESY PAYS.

If there is one man on earth more than all others that the retailer cannot afford to offend it is the drummer, providing, of course, the latter is a man who knows his place and keeps it; if not his influence is nil and he will soon cease to be a drummer.

Aside from the value of the commercial man as a trade barometer and a source of information on new goods, he is meeting hardwaremen, both wholesale and retail, constantly and has more influence with every branch of the trade in a day than the local dealer has in a life time. How easy then it is for him, consciously or otherwise, to communicate elsewhere certain personal impressions, and of course these would be most

likely to come to mind at the places where they would be of the most interest, and where they would consequently do the most good or harm.

Politeness is always a profitable quality, but lack of courtesy to the commercial man may be considered almost in the nature of a calamity if he chooses to resent the mistreatment and use his power. Take it as a rule, the retailer who is prompt in meeting his bills and who stands in well with the commercial men has a pretty good stand-in with the entire hardware trade so far as it is ever likely to affect his own business.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

The short week in the wheat market seems to have brought with it a tendency to higher prices, though whether this will be continued is difficult to say. When the market opened Saturday morning, after the Friday holiday, there was news of abundance of rain in the southwest, where drouth was supposed to be working havoc, but instead of the market going down on this news, it advanced quite sharply on the estimated world shipments for Monday, which were only 6,750,000. No reference was made to the fact that Argentine had two holidays during the week in which no wheat was shipped. Russian shipments were reported very low, as were also Australia and India, with a good big decrease in Americans. Wheat on passage also showed a marked decrease. If there had been markets from Britain and the continent there would probably have been less marked influence from these shipments. The local market was firm with a good wide fluctuation and a moderate demand only, export trade being again very light. It is one of the significant facts that although there are 12,000,000 bushels of grain of all sorts at Fort William and Port Arthur, up to Friday night charters had only been written for about four million. A number of boats have not written charters for their first trip as yet and if reports are correct, practically none have been chartered for a second trip. Statistically wheat is very strong but actually it seems quite the reverse and there are many anxious holders of long wheat in Winnipeg that was bought at fancy prices last fall. All season long it has been a market that few dared go short on, and as has been remarked before it is the usual unsatisfactory fag end of a short crop. Returns show that there is not more than 2,000,000 bushels in country elevators and as every farmer in the country is busy seeding, receipts are very light and will be until after the crop is in.

* * *

The weather has been ideal for seeding for almost the entire week, though Saturday was too windy to be good. However, the work of seeding has been pushed rapidly in all directions and the seed bed could hardly be better, though in a few sections in Saskatchewan it has been too dry. Two light showers have fallen through the week, but no general rain is needed until after the seed is in and then it cannot come too soon.

There has been a small but perceptible advance in the price of fat cattle during the week, though no dealer is ready to quote higher figures. The fact is that a number of carloads of fattened stock have changed hands at some country points at figures as high as $4.75 per cwt., while on the other hand dealers have been worried with shipments of so-called fat cattle that are not worth 2½c. There is a limited movement in export steers already; and the past week witnessed a notable departure, in that a couple of carloads of hogs were sent east. So far as could be learned this is the first time that an attempt has been made to export hogs, as there has never been enough for home consumption. As far as that goes present receipts are below requirements and it is a little difficult to understand what this shipper is after. The fact remains that the hogs were shipped.

One of the indications of the increased interest in the live stock raising is the number of inquiries being received by prospective breeders with reference to the sales of foundation stock, both at Winnipeg and Calgary, to be held next month. Old breeders are looking out, but there is evidently a decidedly increased tendency to go into mixed farming and to start right by getting pure-bred males. Those interested in the promotion of these sales seem to feel confident of remunerative prices and as the winter has been so exceptionally mild stock of all ages is in prime condition.

* * *

Two things of significance to the farming and ranching world have been announced this week. The first is the intention of the Gartons Limited to open a house in Winnipeg and as a preliminary to that to make a large exhibit at the leading fairs during the summer, beginning with the Dominion at Calgary in June.

These noted breeders of plants as well as growers of seeds have had their eyes on this western country for some time and the youngest brother of the partnership, T. R. Garton, has just concluded his third visit to the Canadian west during the past twelve months. He has been making a close study of climate and conditions and has sent home a number of samples of the soil for analysis. The larger portion of the seed oats brought from England by the Dominion Government were secured either from this firm or are of varieties propogated by them. These are known as the Regenerated Abundance oat and are an extremely fine sample. The Gartons make the claim that the oats bred by them, in addition to being larger, more hardy and more prolific than the varieties usually grown in Canada, will also produce meal of a very distinctly higher food value than the ordinary oats. If this is true, and there seems no reason to doubt it, it would be well for manufacturers of rolled oats to keep their eyes open for the sections of the country to which these oats are going and be prepared to buy up the crop in those sections at harvest time.

The other matter, which is of immediate interest to cattle men is the proposed new regulations of the Dominion Government as regards dipping for mange. The rule that has been followed for several years is compulsory dipping of all range cattle within two months and in a solution especially approved by the Government. Now, however, this rule is not to be enforced, the cattle man may dip his stock in any mixture he likes, all that is required of him is to have cattle with a clean bill of health when the inspector calls. A number of practical cattlemen will be put on as range riders, and these will work under a veterinary district inspector. If after a reasonable time cattle are found undipped and with the mange, then the Government will dip the cattle in the sulphur and lime solutions which is recommended by the department. The plan of letting the rancher do his own dipping, how, and in what he likes, should simplify matters considerably for the ranchmen. Cattle are in fine condition, it will be no hardship for them to be dipped early this season if they show any indications of mange, and as there are probably 350,000 cattle which require dipping, more or less, to be able to spread it over a longer period is very much in the interests of the cattlemen.

* * *

The real estate market has been fairly active during the week and a notable feature has been the inquiry for market gardens. This is much more active than it was at the same time last year, the early season as well as the good prices for vegetables evidently being stimulating factors.

Another department in which real estate is more active than was at all looked for is the purchase of houses. Of course, house property has come down somewhat in price. There was considerable building on small capital last year and holders have found it necessary to make sales at considerably lower figures than last year. The best indication of there being money in the country is the way in which any bargains of this kind are taken up and the very fair cash payment that is regularly made on them. House property was too high last year and the year before, and now that it is more normal it looks like a good investment to people who formerly would not touch it. There is also a very considerable amount of English capital seeking investment in this class of property.

To sum the western situation up in a single sentence, "It looks mighty good to me."—H.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 58.)

MARKETS IN BRIEF.

Montreal.

Tin—Stronger again.
Copper—Unchanged.
Lead—Weaker.
Antimony—Slightly stronger.
Spelter—No change.
Turpentine—Cut of 3c.

Toronto.

Iron—U. S. markets weak.
Copper—Unchanged.
Tin—Foreign markets higher.
Lead—Continues to weaken.
Lanterns—Advanced 25c. per dozen.
Turpentine—Decline of 4c.
Shellac Varnish—Prices 30c. lower.

MONTREAL HARDWARE MARKETS

Montreal, April 24.—Trade has assumed good proportions, and the various lines are moving with a briskness that denote a satisfactory recovery in conditions. In every direction a more cheerful aspect is noted, and there should be no drag now to business throughout the country. In Quebec and the Maritime Provinces, trade all the way along has been quite up to normal, but the Northwest has not been so good. In this latter direction a decided improvement, however, has taken place in the last week or so. Farmers are showing a stronger consuming power, and seem more inclined to open their purse strings. The favorable seeding conditions are largely responsible for this attitude. Reports from various districts state that seeding is going on under the best conditions, and in Southern Manitoba about 75 per cent. of the crop is already in. Seeding, therefore, seems likely to be completed in record time. It is impossible to underestimate the value of these conditions to the trading of the country. With the farmers looking forward to a record harvest, and the industrial activity of the country going ahead at full pressure, the hardware industry, in common with the other lines of commerce, will progress accordingly.

Retail merchants, influenced by this feeling of renewed stimulation, are losing their conservative attitude, and booking orders in more liberal fashion. This has been especially noticed in the last week or so, and the shipping departments of the different jobbers are beginning to feel the strain. Spring goods are in increasing demand, while orders for future delivery and inquiries are developing strength.

Builders' Hardware—The various lines are showing good improvement, and a most satisfactory season is developing. Builders are placing heavier orders now that they can tell with more certainty what their prospects are like. This is having a good effect upon immediate delivery orders placed with the jobbers. Lock sets, bolts, and butts, drawer pulls, sash fasts, push plates, in bronze metal and in steel, are moving well.

Railroad Supplies—Some encouraging orders have gone out during the week, and much better business is anticipated later on. Reports from the construction camps already formed indicate the great development that will be going on shortly, and with a good deal of local work in prospect, jobbers are preparing for a busy time. Wheelbarrows, crowbars, picks, hammers and blasting powder are all active.

Spring Goods—Immediate delivery orders are heavy. Dealers have been slow up to now with their orders, but are evidently going to waste no more valuable time. The spring trade for them is at hand, and if they have not the goods ready, some other store will probably benefit. Refrigerators, ice cream freezers, carpet sweepers, wringing machines, bread-making machines, screen doors, garden implements and lawn tools, are moving well.

Sporting Goods—Baseball and lacrosse outfits are moving better now that Easter is over. Dealers report a satisfactory demand, and with the active development of athletics all over the country, trade should be heavy. Yachting supplies, with the near approach of the St. Lawrence season, have been stimulated, also canoe paddles and other boating accessories. Fishing rods and outfits are more active, while guns, ammunition and shot are in fair demand.

Carpenters' Tools—A heavier demand has set in, and planes, hammers and various edge tools are moving well. Trade always becomes stimulated at this time, as contractors are taking on additional hands for the building season. Dealers are replenishing stocks as speedily as possible.

Nails—Nails are in good demand, and orders are assuming heavier bulk. Repairing work will soon be general, and dealers report a better call. As stocks are reported to be light, jobbers should experience a strong demand.

Screws—Screws are showing improvement, and some fair orders have been placed. Satisfactory shipments will move out with the opening of navigation. We continue to quote 85 and 10 off for flat head, bright; 80 and 10 for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head, brass.

Wire Goods—Bright wire goods are in better call. The discount of 60 per cent. off is still maintained on screw hooks and eyes, gate hooks and eyes, and other lines. Stocks are apparently short, as immediate delivery orders predominate.

Cutlery and Plated Ware—A stronger demand is noticed, and dealers seem to be increasing their stocks to a large extent. Case goods, dessert knives, berry spoons, pickle frames and cut glass dishes are moving well.

TORONTO HARDWARE MARKETS.

Toronto, April 24.—With the exception of an increase of 25 cents a dozen in the price of tubular lanterns, practically no change has taken place in the prices of the various lines of hardware. The optimistic feeling amongst country dealers reported last week continues and the jobbing houses are very busy sending out spring goods.

Repairing and general brightening seem to have taken hold of householder and tradesmen, and nails, screws, locks and bolts are being asked for every day. Door and window screens, ice cream freezers, refrigerators, and all such reminders of summer are beginning to be in evidence in the retail stores, and the amateur and professional gardeners are calling for lawn mowers, rakes, hoes and other garden tools.

Judging by the reports from the larger centres the farmers have money to spend and are investing freely in implements of all kinds. Especially is there a big demand for shovels and spades, with wire fencing coming along strongly.

Paints and window glass are active and a good selling season is in prospect. Tinware and household utensils are going out from the jobbers in great quantities and it looks as if this summer the retailer will be kept on the jump taking care of his customers.

There is great activity in the railway construction camps, with consequent encouraging orders, and the northwest shows a decided improvement, the farmers spending money, thus showing a stronger consuming power.

Household Goods—Housecleaning time is with us and causes an active demand for tinware and enamelware. Some retailers have allowed their stock to go down a bit, but are now more liberal in their buying. Brushes, brooms, tubs, etc., are being caught up.

Builders: Hardware—Building operations are surprising even the most sanguine. Ground is being broken and a great number of permits are being issued all over the country. Locks, bolts and door knobs are changing hands freely and similar lines are in much demand.

Builders' Supplies—Nails are very active, but as one jobber expressed it, "we could take care of more orders in this line." The price, $2.30, remains stationary. Shovels are again among the rush goods and cement and roofing are in fair demand. Prices unchanged.

Mechanics' Tools—Bricklayers' and carpenters' tools are in fair and in-

creasing demand and the machine shop trade continues fair.

Heavy Goods—There is a fair demand for bar iron at the reduced price. Bolts and nuts are moving more freely and screws are in good demand. Chain is selling well, with better prospects. This also applies to horseshoes.

Spring Goods—Screen doors, window screens and wire cloth are going out from the jobbers to the dealers in very large quantities and wheelbarrows and garden tools are moving freely. The retailers are taking in supplies of summer goods—hose, lawn mowers, refrigerators, ice cream freezers, etc.—and the poultry fancier is buying netting.

Railway and Marine Supplies—As predicted a week ago, railway construction work is going with a rush. Much of order filling is being done at Montreal but other centres are feeling the impetus.

Lanterns—All cold blast and tubular lanterns have advanced 25 cents per dozen. The selling prospects are bright.

Sporting Goods—Baseball and lacrosse supplies are in very brisk demand and athletic goods generally are selling well. Some jobbers have only recently been handling these goods, but it pays well, and the retailer might follow the example with profit to himself. Fishing rods, tackle and reels are increasing in demand and guns and ammunition, while only fair, are holding their own.

Cutlery and Silverware—Carving sets and silver chests are again in demand. These goods make very acceptable presents, and with June just ahead there are sure to be many inquiries if the retailer will but show them to advantage in his store.

MONTREAL METAL MARKETS.

Montreal, April 24.—Owing to the Easter holidays, the primary markets have been dull and apathetic. There has been an absence of any strong current either way, and a kind of marking-time attitude, both on the part of holders and of buyers, seems to have set in. Consumers are not prepared to purchase to any greater extent than they have been in the past. They are content to buy in a hand-to-mouth manner, and are evidently far from confident as to the trend of prices. Manufacturers' stocks are practically nil, but with the feeling that the markets, if they do advance, will not go beyond them in prices, users are not buying any more material than they are in actual need of at the present moment.

On the other hand holders do not seem very anxious to try and stimulate buying by more cutting than can possibly be helped. In this attitude they are probably influenced by the action of the United States Steel Corporation, who have been holding to prices with great determination. With holders maintaining prices as firmly as possible, and being optimistic so far as futures are concerned, the markets are being kept up remarkably in the face of the poor demand.

Tin, although on the downward grade, taking the maximum for the month, is holding up strongly considering the speculative movements at work and the poor demand behind them, and seems to be recovering the ground lost last week. Copper appears slightly stronger, but very little. Lead has dropped, but spelter remains steady after last week's sagging. Antimony, after a long period of inaction, seems to be gaining strength. This is only natural, after such conditions.

The discovery of immense iron ore fields in Cuba, has drawn attention to the fact that the world's visible supply of iron is rapidly increasing despite the great inroads of generations of consumptive activity. The new Cuban field is estimated to add fifteen hundred million tons to the general supply, and when it is considered that the current annual consumption is only a little over a hundred million, and that such a small percentage of this is lost, there is little need to be concerned as to the exhaustion of iron ore in the future. In this respect, iron is in a much better position than coal. Other fields, like the Lake Superior region, show increasing richness as the workings upon them extend; and, as it is pointed out, the question to be considered is not so much one of possible exhaustion, but of having too much iron in stock in the future for current needs.

Pig Iron—There is very little change in conditions since last week. The English and Scotch markets continue firm. Cleveland warrants are now quoted at 51s 9d. The steel industry seems to be picking up, and with a good shipbuilding season apparently in view, prospects seem favorable all the way round. In the States conditions appear quite the reverse. The iron and steel situation is weak, and a dull summer seems threatening. What activity exists is said to be due to old contracts, and to hurry up orders, and there is nothing upon which to base any expectation of an improvement this side of the fall. It is stated that several furnaces which some weeks ago decided to blow in, have abandoned the idea, while there is a probability of the blowing out of some merchant stacks owing to an accumulation of stocks. This may be too gloomy a view of conditions. There is no reason why industrial activity should not resume with old time vigor in the States at any moment. Locally the demand is about the same, with quotations ex-store unchanged.

Tin—The English market has recovered slightly, and is holding firm at £144 5s, which is a good advance on last quotations. The bulling movement still holds command of the market, and quotations in the States which are around 32c have kept firm in sympathy. The demand in the States continues to show improvement, while stocks are not large. Although it has been stated that the production of tin in the Federated Malay States has been curtailed, returns for January and February do not point that way. As a matter of fact, the returns show an increase of over 1,000 long tons, compared with the corresponding two months last year. Locally the demand has brightened up, and quotations are firmer at $34.50 to $35.

Copper—Copper is again a little stronger in the English market at £58. Foreign orders still continue to overshadow the home demand in the New York market. Prices are around 13c, but orders have been booked below that figure. The position of copper has not shown any signs of strengthening since last week. Stocks are undoubtedly increasing, and unless the demand rallies, the market will continue to weaken. European smelters may, however, come in with a strong call again. Locally conditions are quiet, and we continue to quote 14c with shading for large lots.

Lead—Lead is on the weak side again and quotations in the English market are marked down 5s, being now £13 10s. The demand is light and second-hand lots are being offered somewhat freely. Locally the demand is fair, with imported pig at $4 and bar at $4.40.

Spelter—Spelter remains steady, being quoted at £21 5s in London and $4.55 East St. Louis. The demand is quiet, but the cutting noticed last week has stopped for a time. Holders do not seem to be very pressing in their desire to sell, which may be taken as a sign of confidence in the future. Locally quotations are unchanged.

Antimony—After a long period of stagnation, antimony has strengthened in the primary markets. Dealers are buying more freely and although the consumptive demand does not at present seem to warrant the increased activity, it looks as if a more confidential feeling was being taken in the future. Locally, however, the market has not been affected and quotations are still at 10c.

Old Materials—Conditions are dull and little business is offering. Stocks are gradually being worked off, however. Locally quotations are unchanged at: Heavy copper and wire, 11½c; light copper 10c; heavy red brass 11c; heavy lead 2¾c; wrought iron $12; No. 1 cast $13; No. 2 cast $10.

TORONTO METAL MARKETS.

Toronto, April 24.—The observance of the Easter holidays from Thursday to Tuesday has made the week a decidedly dull one, although some good orders were placed after the market re-opened. General business, however, continues of a small character, it taking many shipments to total up a reasonable volume of trade. Prices have continued unchanged locally, the foreign fluctuations resulting in an advance in tin and a falling off in lead.

Sales so far in April show an increase over March but the total is still small as buyers are waiting for the market to touch bottom and start on a reaction upwards. Sellers, on the other hand, are not so anxious to sell as to shade prices materially.

Pig Iron—While the British iron market is holding very firm conditions in the United States are far from satisfactory with a growing feeling that the interests controlling the market and maintaining prices will have to come down in their demands in order to secure business. Pertinent criticism of trust methods is heard and profits are being compared with those made before the days of the Steel Corporation when millions were made annually under prevailing prices of little more than those now being held to. This is being done to show the reasonableness of the buyers' demand that prices be reduced. Sellers, however, know that buyers' yards are bare with most foundries running from hand-to-mouth and any increase in their melt is bound to result in an immediate demand for spot iron. Canadian production is at a minimum with few furnaces in blast and these on reduced pressure. The Soo rail mills have closed down indefinitely

and there is talk of the Sydney plant closing in a month's time. The Atikokan blast furnace at Port Arthur, however, will, it is announced, open with the opening of navigation. No. 2 Canadian foundry iron is quoted at $21 and No. 3 English at $20.50.

Ingot Tin—London speculation continues the chief feature. An English authority says: "There appears to be little justification for the current high prices, but since operations for the fall appear to be too perilous at the moment, it is quite likely that the strong Eastern interests at the back of the movement have it within their power to lift prices further so long as important commitments still remain uncovered. Large options are further maturing and are likely to be exercised and these, again, may influence the situation, while some falling off is anticipated in the shipments next month, following the heavy quantities dispatched from the East during January and February." During the week prices in London have advanced but we still quote Toronto prices at 33½ to 34 cents.

Copper—Recent developments do not lend much support to the idea that activity is to visit the copper industry in the immediate future, and there is certainly metal enough both in stock and in course of smelting and refining to support the continuance of the present easy feeling. If supply and demand alone are to govern prices no immediate advance may be looked for, but there is always the speculative tendency to reckon with. A New York authority says: "Conservative Europe evidently considers the metal cheap at present prices, and the manner in which they have been satisfied to invest in the metal since the late remarkable decline is a feature to be carefully noted. We are confident that the use of electricity will with a return to normal conditions make new records, and that buyers cannot go far wrong in following Europe's lead, and begin accumulating an interest at present prices. The turn in tide may not be yet, but when it comes we think it will be sudden, and buyers will have great difficulty in getting in at the bottom. The prospect of a loss from buying at present prices is exceeded in our opinion by the prospect of a profit when consumption is again permitted to assume normal proportions." Toronto prices continue unchanged at 14 cents per pound for casting ingots.

Lead—Trade is quiet and foreign markets weak. There is not much doing locally although prices are quoted as low as $3.90 for imported pig.

Spelter—There is not enough consumption to absorb the reduced quantity now being produced and the market continues dull at $5 for foreign.

Antimony is in better demand but the price remains at 10 cents per pound.

Old Materials—Some improvement is reported but the inactivity in new metals continues to be reflected in the scrap market.

U.S. METAL TRADES.

New York, April 23—The Iron Age says there has been no improvement in the Iron industry, and the feeling of discouragement is spreading. In those branches in which the majority of manufacturers are acting in harmony, the reports of moderate concessions are being received with indifference since there is really not enough doing to test the markets seriously. Manufacturers point to the fact that in the lines in which there is an open market, for instance, in bolts and nuts and in shafting, the low prices are not stimulating business and that therefore nothing is to be gained as yet by any revision of prices.

At the fairly attended meeting of the foundry iron makers of the three leading districts last week a somewhat radical course was at first adopted, but on reconsideration the action proposed was kept in abeyance for two weeks, and former prices were reaffirmed. The ranks were kept intact, but there were no accessions, particularly from the South, which are most important. For the present, therefore, the associated furnaces are in the same position as before, accumulating the greater part of their much reduced make, while the outsiders are taking what little business is being done.

In the Central West and in the South the markets are a little weaker with iron available on the basis of $15, at furnace, for No. 2 in the Central West, and of $11.50 in Birmingham.

The plate trade is exceedingly dull, the only transaction of interest being the sale by an Eastern mill of a lot of 2,000 tons, for export to Newfoundland.

The Eastern bar iron manufacturers have reaffirmed prices on the basis of 1.65c, Philadelphia, but merchants and jobbers are taking what orders there are at about 1.40c.

The tin plate industry continues the most active of all. It is estimated that the leading interests have 85 per cent. and the independent mills 75 per cent. of the capacity in operation. The merchant pipe trade is somewhat better.

U. S. IRON MARKET.

Cleveland, O., April 23.—The Iron Trade Review says the passing of the weeks is showing but little change in the iron and steel situation. After having advanced by easy stages since January to a point where an average mill capacity of approximately 40 to 50 per cent. is being sustained, the demand is now less marked. It is not necessarily taken, however, that the general buying movement is on the decline.

LONDON, ENG., METAL MARKETS.

London, April 21.—Cleveland warrants are quoted at 51s. 10½d., making prices as compared with last week unchanged.

Tin—Spot tin opened firm at £144 12s 6d, futures at £143 5s, and after sales of 200 tons of spot and 200 tons of futures, closed quiet at £144 5s for spot and £142 15s for futures, making prices as compared with last week £1 higher on spot and 15s higher on futures.

Copper—Spot Copper opened quiet at £58 5s, futures at £58 15s, and after sales of 100 tons of spot and 500 tons of futures, closed quiet at £58 for spot and £58 10s for futures, making price as compared with last week 2s 6d higher on spot and futures.

Spelter—The Spelter market closed at £21 5s, making price as compared with last week unchanged.

Lead—The Lead market closed at £13 11s 3d, making price as compared with last week 1s 3d lower.

HARDWARE TRADE GOSSIP.

Quebec.

Morgan J. Quinn, Montreal, is commencing a builders' supplies business in that city.

W. H. Evans, of the Canada Paint Company, Montreal, spent Easter in New York.

T. L. Paton, Montreal, a well known manufacturers' agent, has been elected president of the Montreal Curling Club.

F. B. Leslie, of A. C. Leslie & Co., Montreal, has just returned to Montreal from spending a few days in Toronto.

A. J. Teakle, buyer for H. & J. Young, Quebec, is in Montreal on business for his firm. He reports trade as very promising in Quebec.

T. H. Jordan, of A. C. Leslie & Co., Montreal, is going west for a couple of weeks on business, visiting Toronto, London, Hamilton and St. Catharines.

Dave Roskam, general manager of the International Distributing Co., King's Hall, Montreal, who has been pushing with great success the Ever-Ready Safety Razor in Canada, is going to the Maritime Provinces on a business trip.

A. Dancausse, of Dancausse & Son, Apple Hill, Ont.; W. Graham, Ottawa, J. A. Paquin, St. Eustache, Que.; A. Lemieux, Henryville, Que.; J. W. Leger, Vaudreuil, Que.; C. O. Gervais, St. Johns, Que., have been transacting business in Montreal.

Ontario.

N. B. Gerry, hardware, Blyth, is retiring from business.

Kleaman & Sons, stoves and tinware, Mitchell, have been succeeded by Kleaman & Graham.

H. M. Ellison, hardware, Port Stanley, is building a tinsmith's workshop addition to his premises.

Mr. Grant, Aylmer, has resigned his position in Glover's hardware store to open a business at Inwood.

Whitman & Barnes' Knife Works, St. Catharines, was destroyed last week by fire, loss $150,000; insurance, $105,000.

A. Laidlaw, formerly of White Bros., Huntsville, has entered the business of the Bell, Rochester Hardware Co., Haileybury. Mr. Laidlaw will act as manager of that business.

Capt. F. W. Adams of Picton died on Good Friday. He was the father of Major Milton Adams, formerly representative of Lewis Bros., Ltd., in Western Ontario, but now senior member of the firm of Adams & Vandusen, Picton.

Western Canada.

E. C. Irwin & Son, hardware merchants, Glenboro, Man., have been succeeded by S. A. Anderson & Co.

Quebec and Maritime Provinces

Montreal Builders' Exchange Exhibition—New Pulp Mill at Millerton—St. John Hardwaremen Elected to City Council—Large Business in Fire Escapes for Schools—Shaw & Mason, Sydney, Commence Making Stoves—Nova Scotia Quarries Active.

HALIFAX, N.S.

April 19, 1908.

The Hardware trade is now quite brisk, and spring orders are coming to hand in fairly good volume. All the firms are now busily engaged in shipping goods, and the outlook is much brighter than it has been for some time. With the improved roads it is expected that business will show even greater activity. Collections continue fairly good. Prices, are pretty steady, being a little stiffer, but other lines show no change. Bar iron which is in good demand is quoted at $2.10 base, and Galvanized sheet at $4.00 for 24 gauge. Wire nails are quoted at $2.35 base, and cut at $2.50 base. Black sheet iron is selling at $2.35 for 24 gauge. Ingot tin is quoted at 35 cents, and Tin Plates as follows:—I. C. Coke, $3.75 to $4.00; I. C. Charcoal, $4.00 to $4.50; and I. X. Charcoal, $5,25 to $5.50. White Lead is quoted at $6.15 for Canadian Pure. Brandrams B. B. Genuine is worth $7.00 and B. B. No. 1, $5.75. Zinc is $6.50 for casks and $7.00 for smaller quantities, while Spelter is worth 6½ cents per pound. Turpentine is quoted at 83 cents in barrel lots and 93 cents in small quantities. Canadian Pig Lead is quoted at $4.00 and English at $4.50. Sheet Lead is worth $5.50 per 100 pounds, by the roll, and $6.00 in smaller lots. Lead Pipe is worth about $6.00. There is now a good demand for Cement and the price ranges from $2.15 to $2.25. Boiled Oil is quoted at 61 cents in barrel lots and 63 cents for smaller quantities. Raw is quoted at 58 cents for barrels and 2 cents additional for lesser quantities Nets are quoted at 50 per cent discount. British Manila Rope at 10½ cents base, and the best Manila at 13½ cents base.

* * *

Good progress is being made with the brick addition to the Supreme Court building, which is being constructed at a cost of $25,000.

* * *

The S. M. Brookfield Co. Limited, is now preparing the foundation and cutting the stone for the new Anglican Cathedral this building when completed will cost in the vicinity of$130,000.

* * *

G. A. Wooten's building at the corner of Barrington and Sackville streets, which is being altered, is nearing completion. The alterations will probably cost $10,000, when completed, the building will be occupied by the Bank of New Brunswick.

* * *

Active operations commenced in the big limestone quarry of the Nova Scotia Steel and Coal last week. The two quarries are now running full blast and many men are at work. Shipments are being made daily by the Company's plant at Sydney Mines, also large shipments of uncrushed limestone are being sent to the Dominion Steel Company's open hearth at Sydney. From present indications the coming season will be a record-breaker for the extensive quarries at Point Edward.

SYDNEY, N.S.

April 18, 1908.

Saturday, April 11th, is the date of the manufacture of the first stove produced by Shaw & Mason, Limited, and indeed the first stove made in Sydney. This concern began construction work last summer, and although the plant is in operation, it is not quite completed, the brass foundry being necessary to round it off. The erection of this furnace wil be undertaken shortly. The iron furnace, which has a capacity of four tons a day, began to operate early last week, and has since been turning out stove sections. The product is trade marked "Diamond" and includes stoves, ranges and hot-air furnaces.

The Company has purchased the English formula of and the right to manufacture in Canada, a "babbitt" which they call "Dominion anti-friction metal," and for which they claim highly satisfactory results. They have been manufacturing this amalgam for about three weeks and have disposed of about thirty tons to the local market.

Very little improvement is noticeable as yet in the retail situation, owing chiefly to the unexpected setback of spring. Those engaged in the lobster and other fisheries, however, are preparing for the season, and dealers announce a fair movement in supplies. Little is being done as yet in agricultural or gardening implements. The uncertain weather also interferes somewhat with an extended sale of paints and painting supplies, especially for exterior work.

The Marine and General Engineering Limited, following the issuance of its prospectus, has purchased at a reasonable figure a site accessible by rail and water, and will, when weather conditions improve, commence grading in preparation for regular construction work. The gentlemen interested feel quite hopeful regarding the future.

GEORGETOWN, P.E.I.

April 21, 1908.

Considering the condition of the weather, business has been very good during the past week. Large orders daily from the fishermen for rope, paints and oils are features of the week's business. Collections on the whole are fair.

* * *

Fire escapes for the schools in the larger towns are now being strenuously advocated. This is particularly the case in Charlottetown, and if firms in this line of business would submit estimates the probability is their proposals would receive due consideration.

* * *

C. J. Turner, who has represented the Rogers Hardware Company for the past thirteen years, has resigned his position as traveler and George Moran has been appointed in his place. Mr. Turner will in the future remain in the wholesale department with the above mentioned firm. His many friends throughout the Island will regret his retirement from the road.

* * *

It is proposed this season to have the steamer Enterprise, now running between King's County ports and Pictou to include Port Hawkesbury and Souris in her ports of call, if the required subsidy is obtained from the Dominion Government.

* * *

The spring number of Hardware and Metal has proved a revelation to the trade. Business men in general who have seen it are loud in their praise and feel proud of the splendid edition of their favorite trade journal. The various articles on timely topics have been read and enjoyed very much.

ST. JOHN, N.B.

April 21, 1908.

Business in hardware circles has shown quite a marked improvement in the past few weeks. Orders are coming in freely to the jobbers, and the retailers are busy with demand for usual spring requirements.

* * *

The hardware trade is well represented in the list of candidates for civic honors in this week's elections. Thos. H. Bullock, manager of the Imperial Oil Company, and representing Queen's ward as alderman for the past three years, successfully opposed Mayor Sears for the chief magistrate's chair. Ald John McGoldrick, dealer in metals, has been returned unopposed as alderman for Stanley ward, making his twenty-fifth year as an alderman. Alex. Rowan, the well-known north end hardware dealer, is also elected by acclamation to represent Lansdown ward. Ald. William Lewis, of William Lewis & Sons, iron works, has also been re-elected to serve as alderman for Sidney ward.

* * *

Andy Hyslop, traveler for the Canada Cycle and Motor Co., Toronto, has been calling on the trade lately and is very much pleased over the increased volume of business found this year in the provinces. The indications point to a revival in this section of the Dominion of the sales in bicycles. An effort is being made to revive bicycle road-racing during the coming summer.

* * *

Regarding the question of inaugurating a cash system in the retail trade, the

merchants here do not seem very sanguine that such a state of affairs could be brought about. They say that the wholesale trade would have to start it first, and there seems little likelihood of that being done. There seems to be a feeling that St. John is a pretty tough proposition when it comes to introducing a cash system. This city is strong on credit, so far as the general public is concerned.

* * *

The Bank of Montreal will erect a new stone building in Moncton this summer. James Read has been awarded the contract and will start work at once.

* * *

It is proposed to hold a "Merchants' Week" in Moncton during July or August. The Board of Trade have the matter under consideration.

* * *

P. S. Archibald and J. R. Stone have been appointed commissioners of the New Brunswick Coal and Railway system by the new Provincial Government. They succeed Geo. McAvity, of T. McAvity & Sons, and Senator King, who resigned recently.

* * *

The Willard Kitchen Company, of Fredericton, have secured the contract to build a section of the Transcontinental Railway between Grand Falls and Plaster Rock, and are shipping their plant to that locality. They expect to start work about May 1 and will employ about 1,000 men.

* * *

The Boston Carriage Company have leased the Price & Shaw carriage factory on Main street, and will take possession of it on May 1. They intend to open a large carriage factory here.

* * *

Col. J. P. Edwards, of Londonderry, N.S., manager of the Londonderry Iron and Mining Company, was in the city last week. He said the company's pipe-making plant started operations on April 10, after being closed down all winter. A busy season is anticipated, as orders are coming in freely.

* * *

As a result of an investigation into the conditions of the schools and public buildings here by a committee appointed by the common council, extensive changes and improvements will be made to remedy existing dangers from fire.

* * *

Peter Clinch, secretary of the New Brunswick board of fire underwriters, has prepared a report on Moncton's water system, recommending several important changes in order that the service may be improved to provide fire protection for the city.

* * *

A statement of the exports from this port via the winter steamers shows that ninety-one steamers this season have taken away cargoes, valued at $19,233,378, as compared with $14,298,479 for the same number of steamers last year. This shows an increase for this season of $4,334,899.

A statement of the exports to the United States from this port for the quarter ending 31st March, 1908, shows a large falling off from the same period last year. The decrease amounts to $337,200.24, and is accounted for mainly by the low price of lumber in U.S. markets, which has caused local manufacturers to make very light shipments.

NEWCASTLE, N.B.

April 20, 1908.

Business in hardware lines has been quiet during the latter part of this winter. There is very little building going on in town. This spring, however, J. B. Beveridge will begin his new pulp mill at Millerton, nine miles from here.

* * *

Henry A. Smith and others, of Brighton, Carleton County, have been incorporated as "The Farmers' Telephone Co., with capital of $5,000.

* * *

William Ferguson, of John Ferguson & Sons, hardware, is mentioned as a candidate for alderman in the forthcoming town elections.

* * *

Henry C. Gordon, H. W. Maud and Ellen Read, Sackville, are seeking incorporation as the Read Stone Co., with a capital of $150,000.

* * *

Work has been resumed on the foundation of the Sackville Woodworkers' factory, a structure much bigger than the old one now in use.

* * *

It is rumored that the C.P.R. will extend their line from Gibson to the Minto coal fields, about thirty miles, and work a coal area for their own use.

MONTREAL.

April 22, 1908.

The A. C. Thompson Stove Co., Montreal, are moving from 349 Craig Street West to larger and more convenient premises at 322 Mount Royal Avenue, where their Montreal headquarters will be in future.

* * *

A prominent retail merchant, who makes a strong point of his silver-plated ware display, says that the line is a good one to carry, and well repays the dealer for his venture. The heavy and very expensive articles need not be stocked, but there are many on the market selling within reach of most pockets, which yet bear a good profit to the merchant. There is no line which helps more in the attractiveness of a store, besides being an inducement to women customers, and the sale of a berry spoon for a June wedding may mean the introduction of a strong and regular customer. By all means, he went on to say, make a good display of silver-platedware, not only at Christmas time, but now, and consistently throughout the year. Present-giving is not confined to two distinct periods of the year.

* * *

Nine tenders were received by the Montreal Water Committee for the 1,450 tons of iron pipe wanted for the new 30-inch water main from Atwater Avenue eastward. Canadian, American, English and Scottish firms were represented. After considerable discussion it was finally decided to award the tender to the Canadian Iron Foundry Company, Montreal and Three Rivers, at $31.80 a ton.

* * *

The J. Walker Hardware Co., St. James Street, are showing three striking windows. In one are arranged, in artistic manner, yachting supplies, comprising ropes, cleats, locks, wheels, lanterns, paddles, making the passerby think longingly of warm sunny days, clear blue water, and a favorable wind. The second window is given over to a display of Sherwin-Williams paints and varnishes. With colored sketches as a background, the various size tins are effectively arranged. Paint brushes for all purposes are introduced into the window. The third window is devoted to a striking display of Ever-Ready Safety Razors, the cases being grouped together in most harmonious fashion. The J. Walker Hardware Co. make a point of not overlooking their windows. They consider window displays to be one of the most effective forms of advertising that can be employed, but the best results are lost if the window is so piled up that there is no distinctive feature to it. The eye of the passerby should be attracted by something standing out in striking prominence, and the whole window should be so arranged to give that effect. With an overloaded window this result cannot be obtained, and the observer goes by without his attention being attracted. When the display has a distinctive appearance, then the observer stops to investigate the window thoroughly.

* * *

The second annual show, held this week under the auspices of the Montreal Builders' Exchange at the Coliseum, proved most successful. Every effort was taken to group the displays in effective and harmonious fashion, and with the strong co-operation of the exhibitors, a most successful show resulted. Uniformity in the shape of the booths and in the color scheme of the decorations, enhanced the general effect, and large crowds of spectators thronged the show daily. Nothing that builders and contractors require was lacking in the display, and the most modern methods of building construction were demonstrated. Among the exhibits were displayed all the necessities of the builders' business; stone and bricks of all sorts, Portland cement, felt and shingle roofings, lime, flooring, both plain and mosaic, carpet felt, asbestos, patent opening windows, clear and stained glass, boilers, stoves, heaters, radiators, washers, wiring for re-enforced concrete, electrical fixture signs, plumbing utensils; in fact, everything that appertained to the trades concerned. The list of exhibitors comprised Lockerby & McComb, Canadian Asbestos Co., Hill Electric Switch Co., Martel, Stewart & Co., E. F. Dartnell, Warden, King & Co., Clinton Fireproofing Co., Pedlar Roofing Co., Swan, Church & Co., Montreal Terra Cotta Co., Laprairie Brick Co., Francis Hyde & Co., Hyde & Webster,

T. A. Morrison, Frank Ramsey, Window Strip Co., Geo. W. Reed, Alex. McArthur & Co., Gurney, Massey & Co., Sovereign Lime Co., Montreal Wood & Mosaic Flooring Co., Decarie & Lesage Co., G. P. Brown, Geo. A. Goodfellow, Dominion Radiator Co., Canadian Manufacturers' Association, Construction Publishing Co., Contractors' Reports, Brantford Roofing Co., Armstrong Cork Co., Robt. Mitchell & Co., Grand Trunk Ry. Co., Canadian Northern Ry. Co., Seaman, Kent & Co., Imperial Ice Cream Co.

Trade Doings in Ontario

Novel Window Display at Peterboro—Campaign Against Stove Peddlers—Preston and Hespeler Factories Busy—Large Order for Wire Fencing—Grand Trunk to Spend $150,000 in Erecting Car Shops at Barrie.

PETERBORO.

April 22, 1908.

The Canadian Pacific Railway is considering the proposal to change the terminal point of the early morning local train from Tweed to Havelock. At the present time this train leaves Tweed every morning at 6.10 and arrives back again about 8.30 p.m. If the change is made it will mean a drawback to travelers to and from Tweed, and also to business men coming west each morning. The Peterboro Board of Trade is taking up the matter, and at a meeting of their Railways and Canals Committee, held last week, recommended the city council to send a delegation to wait on the C.P.R. officials in Toronto, with a view to inducing the railway authorities to make no change at the present time. Co-operation with the reeves of the various villages between Peterboro and Tweed was also recommended.

* * *

The window of the Peterboro Hardware Co. is at the present time being greatly admired. It is dressed for the purpose of contrasting the old rail fence with the modern wire structures and the desired effect has been secured. Within one of the wire enclosurers is a large stuffed wild boar and two live rabbits. In the next is shown an Orpington hen and one little chick, the meshes of the wire in the fence being so small that it cannot stroll away from its mother. In the third enclosure are a number of hens which are also protected from straying away. The rail fence in the background serves to illustrate the progress made in fencing. The window was designed and dressed by Jas. Squires, one of the clerks.

* * *

E. R. Stocker, a local plumber, who has been engaged with C. A. J. Duranceau, putting in the plumbing in the new Collegiate Institute building, and also in the North Ward Public School, sprung a sensation at a recent meeting of the School Board, by asserting that the work had not been done according to the specifications. An investigation has been ordered and an expert will be secured from Toronto to examine the work.

* * *

The English Canoe Company is filling an order for sixteen large canoes for the Hudson Bay Company. They are extra strong boats, built to carry freight and to withstand more than ordinary rough waters. Their destination is Missanakie.

* * *

At the George Street Methodist Church the seating capacity will be enlarged, the work to cost in the neighborhood of $2,000.

HAMILTON

April 22, 1908.

There was a partial settlement of the differences between the local stove founders and the molders' union and work has been resumed in D. Moore & Company's foundry. The basis of the settlement is arbitration, the firm agreeing to the request put forth by the union that the question of wages be decided by tribunal with the object of learning whether or not lower wages are paid in other parts of the country under similar conditions. If it can be shown by the founders that the Hamilton molders are more fortunate in the matter of wages than their brethren in other parts of the country it will be up to the union men to accept a cut. Ever since the commencement of negotiations the men have taken the stand that as soon as there was any prospect of work they would hit on a plan to solve the matter and now that the D. Moore Company has taken the lead in the matter, they have adhered to their promise. It is expected that other foundries will resume operations very soon. The men claim that they have a two years' agreement which does not expire until May, and the stove manufacturers claim that that agreement was obtained by hold-up methods. The bosses say they will be content if the men take the same rate of wages as are paid in other parts of the Province. This will be the main point of contention as the employers say the wages are higher in Hamilton than in other places, while the men claim that this is not so.

International officers of the Iron Molders' Union will come here from the United States to look into the matter, and, according to a statement handed out by John Tilden, of the Gurney-Tilden Company, the consideration of the matters in dispute will be more in the form of a conference than an arbitration. The Gurney-Tilden Company has not yet decided when it will re-open its foundry.

* * *

W. R. Hardy, manager of the F. W. Bird Paper Company, returned this week from a pleasure trip to Mount Vernon, N.Y.

* * *

The old plant of the Ontario Tack Company, which company recently amalgamated with the Canada Screw Company, will close down this week so that the machinery can be removed to the new building erected in connection with the Screw Works. It is expected that the tack concern will commence operations in its new home on or about May 15.

* * *

The Inland Navigation Company has been incorporated with head offices in this city, with a capital stock of $2,000,000. The new company is really a combine of all the principal lake freight-carrying companies, and A. B. Mackay, of this city, will be general manager. The following is the Board of Directors: William Southam, President; R. O. Mackay, Vice-President; Frank Magee, Secretary; George S. Lynch-Staunton, K. C., John Milne, George Hope, C. S. Band, Toronto; F. H. Whitton, J. P. Steedman, J. W. Nesbitt, K.C., and W. C. Walton.

* * *

A. Gustiana, of this city, has recently invented a press and process for manufacturing fancy and ornamental tiles which is much more simple and more expeditious than the present method of turning out this material. The Smart-Turner Machine Company, of this city, made the first press for the inventor, turning it out only last week, and Mr. Gustiana has secured patents on it in all

* * *

The Smart-Turner Machine Company has the contract for supplying the Canadian Concrete Machine Company, of Toronto, with six newly patented cement block making machines. A couple of the machines have already been built.

GUELPH.

April 21, 1908.

Samuel Peart, of Rockwood, has purchased the Barry, Mutrie & Munro hardware business there.

* * *

Word has been received that the Agricultural Machinery Mfg. Co., of Ottumwa, Iowa, has been organized with the intention of starting a branch in Canada. As yet the location of the plant has not been definitely settled, and before any decision is reached the promoters are expected to again visit Guelph, and see what inducements can be made to bring them here.

* * *

The Metal Shingle & Siding Co., Preston, which had laid off the major portion of its hands for the past few months, are again running full time. The company have departed from the old system of paying wages by the day to

that of paying by piece work. At present they are busy getting out orders for roofing, they having an unusually large amount of orders this year. Already they have enough to keep them busy for the next four months.

* * *

The Dominion Heating & Ventilating Co., of Hespeler, have begun the manufacture of fire escapes. The recent disasters by fires of public buildings, which were not properly supplied with fire escapes, has caused many cities and towns to investigate the conditions of their public buildings.

* * *

The prospect of International League Ball here has awakened much of the latent baseball enthusiasm and a good season in these lines, as well as other sports is expected by local dealers. Two enterprising merchants have already windows with neatly arranged exhibits of sporting necessaries in.

* * *

A despatch from Preston says the outlook is getting brighter every week for building operations there. Architects report that they are working on many plans for residences.

* * *

The Goderich Bicycle and Engine Works, later known as the Rogers Mfg. Co., was disposed of last week by Jas. Wilson, liquidator, to some Toronto parties associated with the Doty Engine Works Co., and it is understood that the plant and business will be put into operation in the near future. It is said that the price paid was $2,000 more than the amount of the mortgage on the plant, which was $10,000. The plant is a valuable one and the people of Goderich are extremely glad to see it in working order. Mr. Doty is putting men to work on the East St. factory and new roofs will be put on the buildings and other improvements will be made.

* * *

H. Occomore has accepted the agency for McClary Ranges, formerly held by D E Rudd, who has given up his retail store.

CHATHAM, ONT.

April 21, 1908.

Spring trade is opening up nobly. One hardwareman declared to-day that he had never seen prospects looking better in his life. As for plumbing and tinsmithing, there is a steady rush.

* * *

Harry Shillington, formerly of Gray's factory, has joined the J. C. Wanless hardware staff.

* * *

M. McKernan, representing the National Light Manufacturing Company, has returned to London after a week spent here in the interests of his firm. He reports meeting with good success locally. The firm manufactures the Cody inverted lights, for which J. C. Wanless is local agent.

* * *

Following on the recent attempt to rob the Leamington post office, a couple of robbers of the variety commonly termed "yeggmen" swooped down last Friday night on Wheatley. They first broke into Dobbyn Bros.' hardware store, securing about $4 in cash and two revolvers. Later they visited Jas. Reynolds' bakery and general store, securing $12 and two cheques. Mr. Reynolds surprised them at the work, and a fusilade of shots ensued, the robbers finally breaking through the plate glass window and making good their escape.

* * *

Wheatley is the centre of another rural telephone company, the Central, now being incorporated with a capital of $20,000. The company will install and equip a central office, using the Dean Harmonic system. The lines will cover 35 miles in Romney and Mersea townships. J. H. Allan, O. Lounsbury, Dr. Campbell, F. J. Fox, Robt. Goodison, N. Coles and Dr. Wilson are provisional directors.

* * *

J. J. Bruner, formerly of Leamington, but latterly of Detroit, has entered into partnership with Mr. Pinder of the Leamington foundry for the purpose of supplying garden and farm tools and repairing all kinds of farm implements. Just now garden cultivators are being chiefly manufactured.

* * *

The McClary Stove Company of London are conducting an aggressive campaign against stove and range peddlers in this district, and are backing it up with a series of advertisements recently started in local papers.

* * *

The Chatham Motor Company recently resumed operations. The work at present consists chiefly of finishing off some 22 unfinished cars, for which a ready market is anticipated.

* * *

Mark Gregory, of Petrolea, has opened a bicycle repair shop in the premises in the Oil Town formerly occupied by W. J. Mundy's tin shop. Mr. Gregory will also carry a stock of bicycles and intends pushing the wheel trade for all it is worth.

* * *

The Wallaceburg Flax Mills have been leased by the Canadian Flax Fibre Co., of Montreal. The new possessors will take hold on June 1. Wm. Weir is manager.

* * *

Alex. G. Campbell has started in the electric light installation business in Tilbury, giving attention also to bell wiring and kindred work. His office is on Cathcart Street.

* * *

The Leamington Oil Co. are negotiating with the Town Council for a gas franchise. Last week they made two propositions. One was to supply gas at the east side of the town at 12c per 1,000 for general use, 10c for municipal buildings and churches, and 8c for factories using over 100,000 cubic feet per month, the town to distribute at whatever rate it pleased. The other offer was for the company to have full control of the town mains and do the distributing at a fixed schedule of rates, the town to receive a certain percentage for the use of the mains. A 20-year franchise is asked, subject to the gas lasting that long.

LONDON.

April 21, 1908.

Hardware trade, particularly in jobbing lines, continues good, and so far as payments are concerned there is little to complain of.

* * *

Ex-Alderman Formistat, of the London and Petrolia Barrel Company, states that business with that concern, which took a slump during the past winter, is now fully as brisk as it was this time last year. The company is shipping an average of about three carloads of barrels daily, and new orders are constantly being placed. A new 300-horsepower engine is being installed for the company and it is expected that with the increased power the company will be able to fill orders much more speedily than at present.

* * *

One of the largest orders for wire fencing ever placed in this city, is now being turned out by the Lamb Fence Company, of the east end. The Grand Trunk Railway Company is responsible for this order, which is for seventy-five miles of woven wire fence. At present the Lamb Company is turning out several cars of fencing daily and to fill orders it has been found necessary to run till nine o'clock every night. The company expects to have a night shift on in about a week. It is now employing about forty men. Like most industrial concerns the company felt the money stringency for a time, but Mr. Lamb declares that for the last month or so orders have been coming in very fast.

* * *

Local dealers report a big jump in the price of iron beds, manufacturers claiming the advance to be necessary if they are to make a profit. Beds that have been selling right along at $4.50 have been advanced by retailers to $5.50, while in the cheaper articles there is a corresponding increase. Over two thousand beds are sold in this city alone every year. They are rapidly displacing the wooden bed and in many homes have entirely superseded it. In fact they have come to be one of the most important items in the furniture business.

* * *

An interesting series of McClary ads. is commenced in this issue of Hardware and Metal, setting forth the advantages of the "Sunshine" furnace, manufactured by that company. Newspaper advertising is an important part of the McClary publicity policy and works in connection with a thorough follow-up system. The preparation of these advertisements is the work of A. A. Briggs, the company's advertising manager, while the "placing" is in charge of the McConnell-Ferguson Advertising Agency of this city.

* * *

The McClary road race took place from London to Byron on Good Friday, the winner being a brother of last year's leading man

---

BARRIE.

April 21, 1908.

Spring trade is loosening up well, despite the coolness of the weather, and paint is beginning to move, perhaps as

the result of some very fine paint window displays made by local hardwaremen.

* * *

Last week's council meeting showed real signs of enthusiasm when the agreement between the town and Grand Trunk Railway was reached wherein the Grand Trunk agree to expend $150,000 in the erection of car shops and improvements within two years for certain concessions granted by the town. This means much business for the town for the next eighteen months.

The three-storey brick block, formerly occupied by J. Bare as a carriage showroom, was recently sold to G. G. Smith, who intends spending several hundred dollars overhauling it and converting it into an up-to-date furniture store. He intends opening about May 1.

* * *

Thos. Rogers has moved his planing mill plant into his new iron building on Sophia Street.

* * *

Several new houses are already under construction and the spring trade for builders bids fair to be a good one.

West of the Great Lakes

Fencing the New National Buffalo Park Near Edmonton—Bicycle Trade on the Increase—Prince Albert Board of Trade May Outfit Prospecting Party Novel Ladder Invented by British Columbia Man.

REGINA, SASK.

April 13, 1908.

Spring has opened up in Regina, and the building season has commenced. Already the papers are filled with "Tenders Wanted" advertisements, and contractors who have secured jobs already are busily at work on their undertakings. Last year was a rather poor one from the standpoint of the builder, and the permits of the year totalled only a little over a million dollars. As the permits of the year previous had amounted to $2,000,000, the returns last year were a distinct disappointment. The year 1908, however, promises great things in the building line, and already there are buildings projected or to be completed this year, which bring the total to over three million dollars, and then the buildings of a public, or semi-public nature, alone are taken into consideration.

* * *

Most important of all building projected for this year, of course, is the beautiful new Parliament Buildings, which will be erected by the Government of the Province. Late last fall competitive plans were asked from seven different firms, representing the leading architects of Canada, the United States and Great Britain. The result of the competition was that the plans of E. & W. S. Maxwell, of Montreal, were accepted, and arrangements made for the erection of a building to cost $1,250,000. The contractors, however, figure that the building will cost $2,000,000 before it is completed.

Work on these buildings has already started. A site has been secured on a sub-division known as "Lakeview," and the new Parliament Buildings will front on Wascana Lake. For some little time now teamsters have been busily hauling gravel to the site of the new Parliament Buildings, and this week the Government completed an arrangement with the Canadian Pacific Railway Company for the building of a spur track about three miles in length to transport the material from the main line to the site of the new buildings.

* * *

The above work, alone will engage hundreds of men throughout the summer, but, in addition, there are other buildings which will require as much labor and which together will cost as much. A few of these are: New Land Titles building (to be completed), $80,000; new Collegiate Institute, $110,000; new Separate School, $60,000; new Post Office (to be completed), $225,000; new Municipal Hospital, $100,000; new City Hall (just completed), $168,000.

These buildings, with the construction of the new Parliament Buildings, will alone bring the total for the year over three million dollars, and, in addition, several large business blocks and scores of residences are to be erected.

The city proposes doing a good deal of work this year in extending the pavements and the water and sewer lines, and altogether there promises to be a lot of money spent here this year, which should make business conditions better.

EDMONTON, ALTA.

April 13, 1908.

The chief item of interest to Western hardwaremen this week is the letting of the contract for fencing the buffalo park on the Battle River. Howard Douglas, of Banff, Dominion Parks Commissioner, who has been in the city for the past few days, on Saturday opened the 15 tenders which had been received for the construction of this fence. The contract was finally let to the Ideal Fence Company, of Winnipeg for the manufacture and supply of the wire fence and to John Breckenridge, of Calgary, for the supply of the posts and the construction of the fence. The actual contract price was not made public but Mr. Douglas stated to the Hardware and Metal representative that the contract price was well within the estimates. The fence around the park will be about seventy miles long and the estimated cost was $1,000 per mile.

The fence to be supplied by the Ideal Fence Company is to be a woven wire fence made of heavy galvanized hard steel wire. The top and bottom wires are to be No. 8 gauge and the rest of the horizontal wires No. 9 gauge. Fourteen strands of horizontal wires will be used, the bottom one to be 12 inches from the ground and the space between the others varying from 6 to 9 inches, making the fence 7½ feet in height. On the top and 6 inches above the others will be strung one strand of galvanized barbed wire, No. 12½ guage.

The manufacture of the fence will be commenced on Tuesday and assuming that the material is on the ground by May 1 the company will have to build one mile of fence per day to finish the fence within the contract time, August 1. The posts for the fence will be tamrack or Jack pine and will be secured near Edmonton. They must be 15 feet long and be placed 3 feet 6 inches in the ground. For constructing the fence a roadway 12 feet wide will be cut around the park.

In September the 300 buffaloes left in Montana of the Pablo herd recently purchased by the Dominion Government, will be shipped to the new park. About 300 of the 390 buffaloes now in Elk Island Park near Edmonton, will also be shipped to the Battle River Park as the Elk Island Park is deemed unsuitable for buffaloes. The new park contains 122,000 acres and is well watered.

* * *

It is understood that several offers will be made shortly by outside firms for the purchase of the Edmonton Street Railway, which is now being built by the city. It is understood that George Balfour, an English capitalist and street railway owner, will make an offer shortly. It is also understood that another firm have placed $5,000,000 at the disposal of their agents, H. B. Round & Co., of Edmonton, if that sum is necessary, to purchase the system. The British Columbia Electric Railway Company are also looking over the system with a view to buying. The city are willing to sell if they get a satisfactory offer, as the expense of constructing and operating the line is considered too large for the city in view of the other expensive municipal improvements now in view.

* * *

From Winnipeg comes an unofficial statement that General Manager McLeod of the C.N.R. is organizing survey parties to locate a Canadian Northern line from Edmonton through the Yellowhead to a Pacific Coast terminal somewhere north of Vancouver. The coast points indicated are Bella Coola and Bute Inlet, and the territory the line is supposed to traverse is that lying north of the C.P. main line and south of the G.T.P.

* * *

The Lorimer Telephone plant has been shipped back to Toronto and the Strow-

ger Automatic System is being installed in the city and will be ready for use about the first of May. The Chicago Automatic Telephone Co. are making a record installation here in point of time.

* * *

Within the next few days the city schools will all be well provided with fire escapes. This condition is being brought about to some extent by the recent fatalities in the United States, where school building were burned.

SASKATOON, SASK.

April 17, 1908.

J. F. Cairns has made a fine addition to his hardware department. A partition which divided the store from the shipping room has been removed thus making the hardware department twice its former size. The new space is occupied with a fine display of ranges and cook stoves. The store has now the largest floor space of any in Saskatoon.

* * *

Very little can be said regarding the bicycle trade in this district. Although some of the hardwaremen keep the accessories in stock none handle the machines. That part of the business is left to the bicycle agents, and in one or two cases the agents have bought up the bicycle goods carried by the hardwaremen, because they did not care to stock them any longer. There is not a sufficient demand for wheels in many of the towns of the Prairie Provinces to warrant the local hardwaremen keeping them. "We are puzzling ourselves how to store the goods we already have," was the reason given by one hardwareman, why he did not handle bicycles. The goods, no doubt, occupy a good deal of space where a full line is stocked, but as soon as there is a sufficient demand for them hardwaremen will find it worth while going to a little trouble to supply the trade. At present most of the workmen and business men in Western towns can reach their place of business in a very few minutes, but the time is not far distant when the bicycle trade will hold its own in the West. Inquiry at the local bicycle shops brought the answer that quite a number of wheels had been disposed of this spring, and there is every reason to believe that the demand will increase each year.

At the last meeting of the Board of Trade the secretary was instructed to write the C.N.R., the C.P.R. and the G.T.P., requesting them to reduce the freight rates on all grains between here and Fort William to 20 cents per hundred pounds. It is probable that the request will be granted as the mileage is shorter on the new transcontinental routes. The high express rates were also considered by the Board, but no action was taken in the matter, as it was thought that this would be adjusted as soon as the new railways can handle express goods. Now that the snow has gone and the frost is out of the ground contractors are seriously thinking of the seasons building programme. A number of smaller buildings are already under construction, but it is the opinion that many are hanging back to see what the year is going to bring forth in the way of a crop. Seeding has commenced and will be general in a few days, and so far prospects are good.

PRINCE ALBERT, SASK.

April 20, 1908.

The farmers of Duck Lake have decided to build a farmer's mill and elevator. A company has been formed, known as the Farmers' Milling Co., and quite a number of farmers in the district have become shareholders.

* * *

At this season of the year, and every year, immense quantities of surface water are to be found in, not only Prince Albert, but many of our Western cities. Many streets in portions are flooded with water making it impossible to cross From a health standpoint, too, it is but reasonable that these pools of stagnant water should be drained off. Complaints are heard every spring throughout the West, and it is a matter which every city council should consider.

* * *

Alderman Holmes made a suggestion recently to the Board of Trade which might be well worth consideration, and one which would help materially in developing the town if acted on. He said:

"The country north of Prince Albert is rich in natural resources, but while we have learned this in a vague way we know nothing definite. If the Board of Trade would spend some money prospecting in the north they might accomplish more in one season than they would accomplish in years of advertising. I would suggest that a party of prospectors be sent north to make an investigation. The citizens of Prince Albert would contribute to the expenses of the expedition. If the expedition were successful, the city would secure sufficient free advertising all over the world to well repay the outlay."

VANCOUVER, B.C.

April 17, 1908.

Inquiry among the dealers in bicycles in the city shows that while there is steady demand there is not that much to give support to the statement that a revival of that business is in sight. Sales are increasing, but not to the extent of a few years ago when great numbers were bought for pleasure purposes only. Now the buyers are mostly those who live on the outskirts of a large city get wheels to transport them to and from their daily duties. The old standards are preferred, as it is easier to get repairs, and Canadian makes are almost exclusively called for.

The use of automobiles is becoming more prominent every day. Though the initial cost seems large, it is not too much to prevent a large number being sold, and many are securing them as a speculation. In a city, especially like Vancouver, or Victoria, where the transient tourist population during the fine months from April to October is large, there is a good business for motors, and the number of them around town would surprise the ordinary man.

* * *

Merchants report a tendency to lower prices in stoves and ranges, but otherwise there is a firm stand. The spring trade has not set in to the full, but now that fine weather is here the volume is increasing.

* * *

The inventive genius of J. B. Weber, Vernon, B.C., has produced a ladder which is novel in construction and presents many points of advantage which will be at once apparent upon inspection, the outstanding feature being that it is much lighter and quite as strong as the ordinary ladder. It is made in the shape of a single shaft 4x2—14 inches, with a cross-piece at the bottom, which swings on a bolt on a flat surface or a side hill. It has a smoothly sharpened point, so that it will enter the tree tops without breaking or injuring small limbs or fruit spurs. The steps open out on either side from the centre piece and shut back when not in use. The patent has been applied for, and Mr. Weber is making the ladder in three lengths, 10, 12 and 14 feet. The longest does not necessarily weigh more than 24 pounds. While it is primarily intended for use by fruit growers, it may be utilized for any purpose than an ordinary ladder of the same length may be employed.

* * *

Another successful device is that invented by Wm. Baylis, of Victoria, he having perfected a plan for using electricity to hatch out chickens in incubators. The arrangement is so simple that the household light may be used, and as soon as the heat reaches 103 degrees it switches off automatically; when it drops below 103 it goes on again.

* * *

W. H. Aldridge, managing director of the Canadian Consolidated Mining & Smelting Company, of Trail, B.C., was in Vancouver this week and made the statement that since the establishment in Canada of the lead industry, the American product no longer enters the country. Further, while a limited amount of English refined lead is sold in Canada, the product of the mines of British Columbia now leads in the home market and is also winning first place in the markets of China, Japan and Australia. British Columbia is able to compete with Australian refineries, and more than a year ago the invasion of the Australian market begun. The plant at Trail is now producing 20,000 tons of refined lead a year. Silver is also shipped to the mint at Ottawa, with an overplus going to China and Japan. The last shipment to the Orient was valued at $100,000.

* * *

Iron properties on Vancouver Island and Texada Island, held by James A. Moore, Seattle, are reported to have been sold by him to a corporation, with a capital of over half a million. He has a smelter at Irondale, Wash., and when shipments were made from Texada, the Government passed a measure which will give assistance to any company starting a smelter in the province. Mr. Moore is also interested in the Quatsino Power & Pulp Company, which has been talking of installing a plant at Quatsino, on the west coast of Vancouver Is-

land. Now it is said that work will go ahead at once and will be rushed to completion.

* * *

Many launches and small boats are being constructed in the yards around the city. Seven gasoline models are in the hands of the Vancouver Shipyards, while the Dominion Government is having three launches constructed for fishery protection purposes on the Skeena river. At Wallace's yards, a launch was recently completed for Capt. Grosse, another is being built for the B. C. Packers' Association, and a tug has been ordered by the B. C. Tie and Timber Co. The Government is having a derrick scow constructed, and a ferry scow is being built for use on the Pitt river. At the North Vancouver yard of the same company, two large scows are under construction.

* * *

Recently the city secured an instrument for testing purposes and the other day, the Building Inspector ascertained the tensile strain of different building materials in use in the city. Wood blocks, which are used for paving, required twenty-three tons pressure before they bulged. Sand-cement bricks crumbled at 15 tons, the resistance being 60 tons to the square foot. Sand-lime bricks stood 23 tons, or 90 tons to the square foot.

* * *

The city received this week an auto fire engine, which was manufactured at Manchester, N.H. It cost $12,000 and will have a capacity of 1,200 gallons per minute.

* * *

The roundabout way that steel rails are brought to Vancouver is shown by the shipment which will arrive on the Holt liner Teucer this week. They were trans-shipped from New York to Hong Kong, and will be brought from there to here, the whole freight charge being cheaper than by bringing them overland, though the distance is many times greater.

* * *

British Columbia retail hardwaremen have elected the following officers for this year: President, Charles Snell, Vancouver; vice-president, William Stearman, Vancouver; secretary, J. Butt, Vancouver; executive, L. B. Lusby, G. Blakeley, of T. J. Trapp & Co., New Westminster, and Mr. McDonald, of Vancouver.

* * *

A large gang of workmen have started operations on the Nootka Marble Quarry, on the west coast of Vancouver Island.

* * *

It has been demonstrated that the fire clay produced at Clayburn by the Vancouver Fire Clay Company, is suitable material for coke ovens. This circumstance is important, since when the Crow's Nest Pass Coal Company erected its coke ovens it brought 2,000 of them from New Jersey at a cost in freight greater than the material. Lately the Vancouver Fire Clay Company built an oven for the coal company at Fernie, which was so successfully tested that another order has followed with an intimation that should the next consignment prove satisfactory the works at Clayburn will become the sole source of supply for the collieries.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

AN ENGLISH MANUFACTURING FIRM, with travellers calling upon house furnishers, &c., are desirous of negotiating with American manufacturers to introduce their goods in the United Kingdom. Curtain poles, wood trays, cabinets, chairs, or similar lines as sold by general furnishers preferred. Write Barnsdale, Bexon & Co., Daybrook, Nottingham, England. (17)

AGENTS WANTED—United States firm manufacturing a well known and widely advertised Safety Razor would like to secure a Canadian agent. For full particulars address Box 716, HARDWARE AND METAL, Toronto. (tf)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—To exchange, two Winnipeg city lots, valued at $250, for set tinsmithing tools. Apply Box 89, Vernon, B C. (19)

WANTED—A second-hand set of tinsmith's tools. Send list of same to Box 226, Omemee, Ontario. (17)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, Stove and Tinware business in thriving town in Ontario, surrounding county thickly settled with good farming community. Stock and fixtures about $6,000 which can be bought on very good terms as present owner has other interests that require his attention. Box 711, HARDWARE AND METAL, Toronto. (18)

FOR SALE—Hardware manufacturing business, well equipped factory, adjacent to the city of London. Taxes low, private siding connecting with all railroads; splendid opportunity for any individual or company wishing to engage in the manufacture of builders' hardware. London & Western Trusts Co., Limited, liquidator Wilcox Mfg. Co., London, Ont. [18]

FOR SALE—Hardware, stove and tinware business, in one of the best towns in the Ottawa valley. An exceptional opportunity for anyone looking for an established business. Apply Box 717, HARDWARE AND METAL, Toronto.

AGENCIES WANTED

YOUNG MAN with retail hardware experience wants agency for hardware specialties. Box 718, HARDWARE AND METAL, Toronto. [17]

MANUFACTURER'S AGENT, resident at Cobalt, desires agency for mining and mill supplies, general hardware, etc., for northern Ontario. Calling upon mining, milling and construction companies, hardware stores, etc.; 2 years experience northern Ontario, 5 years general hardware. Agency Box 394, Cobalt. [20]

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION wanted as traveller for Stoves, Furnaces or Tinware. Good connection, first-class tinner. Box 712 HARDWARE AND METAL, Toronto.

WANTED—Position as hardware clerk or travelling salesman, 12 years experience in old country; good references. G. Gardner, 228 Palmerston Avenue, Toronto. (16)

HARDWARE Salesman wishes to represent in Saskatchewan or Alberta, hardware, metal manufacture, or stoves, hot air furnaces. Apply Box 714, HARDWARE AND METAL, Toronto. [17]

HARDWARE SALESMAN aged 21, wants situation; 4 years' general experience; good window dresser; willing to start at reasonable wages; location no object. C. Byford, Eglington P.O. North Toronto. (17)

WANTED—A position in wholesale or retail hardware. Nine years experience in eastern and western stores. A1 references from present and former employers. Box 79, HARDWARE AND METAL, Winnipeg. (17)

EXPERIENCED travelling salesman is open for a position in central or western Ontario or Toronto. Well acquainted with plumbing, heating and stove trade. Box 715, HARDWARE AND METAL. (17)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—1 blacksmith's bellows, 32 in., at $4.50; 1 Peter Wright anvil, 216 lbs., at $19; 360 lbs. seat and buggy springs, assorted, 4, 3, 2, 1 sizes, a 4c. lb.; 200 lbs. horseshoe nails, "M" brand, No. 9 countersunk head, at 9c. lb.; 250 lbs. horseshoe nails "Acadian," assorted, Nos. 11 and 9, C.H., at 7c. lb. All new stock. Prices f.o.b. Paisley. A. Sinclair Estate, Paisley, Ont. [18]

SET OF TINSMITH'S TOOLS, only used two months. Box 52, Shelburne, Ont. [18]

FOR SALE—Contents of a complete creamery for sale cheap; all in good order. W. B. Clifton, Box 194, Alliston, Ont. [19]

BUSINESS CHANCES

$3,000 worth of clean, up-to-date hardware for sale. First $1000 at 90c, second $1000 at 80c., balance at 70c. on the dollar. Will deliver within 200 miles of Fenelon Falls. Apply J. L. Cooke, Coboconk.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Hardware salesman, must be first class man, good stock keeper and window dresser Apply, stating age, experience and salary expected, to Peart Bros. Hardware Co., Ltd., Regina, Sask [18]

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

Elliott-Fisher Adding Typewriters

Elliott-Fisher Limited, 129 Bay Street, Toronto

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, April 24, Room 511, Union Bank Bldg, Winnipeg

Except for a decline of 2 cents per gallon in linseed oil, there have been no quotable changes of importance since last week. Business continues very active and all indications point to a busy spring and summer in jobbing circles. Favorable spring weather is prevailing throughout the entire west and the farmers are busy seeding. With a greatly increased area under crop this season the prospects of a return of prosperity in the west are very bright.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13 $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0, to No. 1, $4,65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90: No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; No. 4, 32c; No. 5, 30c; No. 6, 28c; No. 7, 26c; No. 8, 24c; No. 9. 23c; Nos. 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.: No. 4, $5.25; No. 5, $4; No. 6, $3.50; Nos. 7 to 9, $3.25; Nos. 10 to 14, $3. Discounts on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4,75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts, Bolts—Bolts, carriage, 3-16 and ¼, 65 per cent.; 5-16 and ⅜, 60 per cent.; 7-16 and larger, 55 per cent.; bolts, machine, 3-8 and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾; small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10 per cent.; copper rivets: No. 7, 29c per lb.; No. 8, 29½c; No. 9, 30½c; No. 10, 31¾c; No. 12, 34c. Copper burrs, No. 7, 39c per lb.; No. 8, 40c; No. 10, 43c; No. 12, 46 cents. Copper rivets and burrs: No. 8, 30½c per lb; No. 9, 33c per lb.

Green Wire Cloth — $1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16. $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1. $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½ per cent.; and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Builders' Hardware, Locks, etc.—All Peterboro and Gurney lines, 45 p.c. discount from list.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾.

Building Paper—Anchor, plain, 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; Jubilee tarred, 84c; Buffalo plain, 60c; Buffalo tarred, 62½c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing. 28 gauge, $3.45 and $4.45. Crimped roofing. 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off; American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge, black, soft, $18; 10 gauge, $22.50; 12 gauge, smokeless, chilled, English, $24; Canadian, $23; 10 gauge, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop per 100 lbs. $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder. F.F. keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.50. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8 for cask lots, and $8.50 for broken lots.

Pig Lead—Average price is $5.50.

Lead Pipe—Quoted at $7.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in. $2.70: ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75, 1¼, $32.30; 3½, $40.50; 4, 46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½. $4.50; ¾, $5.80; 1, $8.40; 1¼, 11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4,65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box $13.50; ½ box, $7.

Terne Plates—I.C. plates quoted at $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder. $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gal. Engine gasolene, in barrels, gal., 24c; f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 60c; Calgary, 72c; Lethbridge, 72c; Edmonton, 73c; boiled oil, 3c per gallon advance on these prices.

CHANGING HIS POSITION.

Theodore Korb, having completed the work of compiling a catalogue for E. G. Prior & Co., Victoria, B.C., has resigned his position with that firm to undertake the compilation of a house furnishings catalogue for Weiler Bros., Victoria, B.C. Mr. Korb has a wide acquaintance among the hardware trade of Canada, having prepared catalogues for several of the leading Canadian jobbing houses. The following letter was received from Mr. Korb the other day:

"Sirs,—Kindly change my address from E. G. Prior & Co., to care Weiler Bros., Victoria, B.C. While it is my intention to temporarily abandon the

legitimate hardware field in order to issue a catalogue of house furnishings for the above establishment, I by no means wish to 'lost out' on the hardware items during my leave of absence from the hardware literature circle, and during the interim must of necessity depend upon Hardware and Metal to keep posted as to 'what's doing' among the hardware trade. When my renewal is due, do not fail to remind me."

NEW CUSTOMS RULINGS.

Ottawa, April 23.—The Board of Customs held an important sitting here last week, when some dozen questions came up for adjudication. One of the first matters taken up was the rate of duty on dental cements, the importer holding that the rate should be under item 290 of the tariff, which reads as follows:

Cement, Portland, and hydraulic or water lime, in barrels, bags or casks, the weight of the package to be included in the weight for duty, 8 cents per 100 lbs. (British preference); 11 cents (intermediate), and 12½ cents (general tariff). The departmental contention is that cement of this class should be rated for duty as an unenumerated article at the various ad valorem rates of 15 per cent., 17½ per cent. and 20 per cent., respectively. As dental cement is only brought in in small packages, and never in barrels, bags or casks, it is likely that the contention of the importer will not be sustained.

A new class of fertilizer, known as "Acid Phosphate," and said to consist of phosphate rock, crushed, and treated with sulphuric acid, was before the board. The importer urged that this fertilizer was entitled to free admission under item 662, as an unmanufactured fertilizer, while the customs officials hold that it is a compounded or manufactured fertilizer, dutiable under item 663 at 5, 7½, or 10 per cent., under the three tariff columns.

Certain apparatus used in the conversion of pig lead into red lead is sought to be entered free under item 460, which permits the free admission of certain specified articles of metal, when for use exclusively in mining or metallurgical operations. The appraiser held, however, that this item was dutiable under item 453, as "machinery composed wholly or in part of iron or steel n.o.p.," 15, 25, or 27½ per cent.

The last matter before the board was the rate of duty on a product invoiced as "zinc white," the importer holding that it was an unenumerated article under item 711 already referred to, whereas the appraiser had held that it was ratable under item 247, ground and liquid paints n.o.p., dutiable at 20, 27½ and 30 per cent.

The Newman-Spriggs Electric Company, of Kingston, have been awarded the contract for lighting the Board of Education's new quarters on Princess St.

The machinery and goodwill of the Carnovsky Wood Manufacturing Company, kept alive for a number of years by two citizens for industrial benefit to Kingston, have been sold to Joseph Hooper, contractor, and Thomas Slater, who has been lessee for the past three years.

It is Just as Easy

and a great deal more profitable—to sell a good furnace as a poor one. When your customer comes in to buy a furnace his main idea may be to get the cheapest possible. That's because most people are sublimely ignorant of the difference between furnaces. But if you are so fortunate as to have an agency for

Pease Economy Furnaces

it will be an easy task for you to convince the average customer that it is cheaper to pay a little more money and get a satisfactory furnace. You can demonstrate how Pease Furnaces produce perfect heating at the very lowest fuel consumption. Every time you sell a Pease Furnace you make a satisfactory profit, and that profit is NET. THERE ARE NO COMPLAINTS to adjust—no defective parts to replace. Every furnace is assembled and thoroughly inspected individually before leaving our factory and it reaches your customer in PERFECT CONDITION.

Why not take a Pease Agency?

Write us about it to-day?

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Heating and Housefurnishings

House Heating by Warm Air

Written for Hardware and Metal by F. E. Ellis, Gurney Foundry Company, Toronto.

Heating receives a due amount of consideration in the planning of a modern house. A method that is moderate-priced and economical in operation is warm air on the gravity system. If ventilation, other than the natural ones, is introduced, the price is increased. Warm air heating is as far removed from the stove, as is the stove from the fireplace, and just as superior, permitting as it does the warming of all rooms in which registers are placed, to almost the same temperature. The fire is in the basement and no dust or ashes gets above the basement.

The construction of warm air furnaces while varied in detail, are on the principle of exposing as much as possible of the material of which they are made, to the influence of the fire. The parts in direct contact are usually cast iron, while the radiator is part steel. Of course, there are some made of all cast iron and some of all steel, with the exception of the fire-pot, which is cast or lined with fire brick. There are so many different makes, nearly all having a different fire travel, that a description of them would be very lengthy, but we mention one that is most common—the style with the radiator. In this style there is the ash pit and grate, the fire-pot section, the combustion chamber and the radiator. A damper is so arranged that in starting the fire a direct draft may be had, and when burning nicely, changed so that the products of the fire are all carried around the entire radiator before passing out. This way gives a fairly large surface over which the air, as it is brought in, must be circulated before discharging into the registers. The outer casing of galvanized iron, lined with tin, encloses the entire furnace and forms a space into which the air is drawn through the cold air ducts, and becoming heated, passes to the rooms, through the warm air pipes.

Don't Underestimate.

"Better have too much than not enough" is very good advice to give a person concerning the selection of a furnace. It is the under-size furnace that gives the purchaser a "hot-air," instead of a warm air job. The tinner who installs a furnace so small that it sends up air heated to a high temperature is doing an injury to the business, whereas air nicely warmed is an advertisement hard to equal, as the effect the different airs would have can be easily appreciated. The location of a building, the material it is constructed of, the workmanship that is put on it, must be all considered in choosing. It is well in all cases to keep well under the ratings given in the manufacturer's catalogue.

A good deal of attention should be given to the position of the furnace, as the shorter you can get the warm air pipes the better the satisfaction. This would naturally mean that the centre would be the place selected, but as warm air is largely affected by winds it is well to place a little to the north-west, as the prevailing winds are from those directions.

A cone-shaped casing top, from which the warm air pipes would be taken, is preferable to a square one, as the cone extending downward divides the air, giving to each pipe its due amount.

Sizes of Warm Air Pipes.

Numerous rules are given for determining the sizes of warm air pipes for different rooms—but most tinners consider the knowledge gained by experience the most dependable. The exposure, the prevailing winds, the length of the run have to be considered of as much importance as the capacity of the room. A rule that works out very well is to ascertain the square feet of glass, the square feet of exposed wall, and the cubic capacity of the room, and add to the total glass surface 10 per cent. of exposed wall and to these add 1 per cent. of cubic contents. The answer will be the area of pipe required, based on an eight-foot run from furnace, with an eastern exposure. For a greater run or a north or west exposure the size would have to be increased.

Give to all pipes as much rise away from furnace as is possible, avoiding straight elbows. It is seldom possible to get more than a 3⅜x12-inch stack to rooms on first floor, and care must be taken therefore to have a good supply of warm air at the cellar connection. A boot, graduating from the size of the supply pipe to the size of the stack in an elbow shape is the best-fitting for this. Close dampers should be placed in each run of pipe, as near as convenient to furnace in order that any line might be shut off. Covering pipes and stacks with asbestos paper is to be recommended, as the saving in heat is considerable, as well as insuring a cool cellar.

Cold Air Supply.

The cold air supply is as important as the warm air piping, and when possible should be taken from each room in which a warm air register is placed. A furnace is an air-warming device and if we do not supply it with air it will have nothing to do. It is advisable to have from 70 per cent. to an equal of the amount of warm air taken off, supplied in the cold air. The smaller pipes may be collected in a large one equal to their joint capacities. Slope the cold air pipes downwards to the furnace, avoiding square elbows as in the warm air pipes.

When using a cold air duct from the outside, provision must be made for a foul air exit. Fireplaces make a good means of ventilation, but unless provided for, by an increase in the warm air supply, are likely to cool the room, if left open.

Registers, whether floor or side wall, will have the same or a little greater capacity than the warm air pipe supplying them. The capacities of the registers are given in the catalogues.

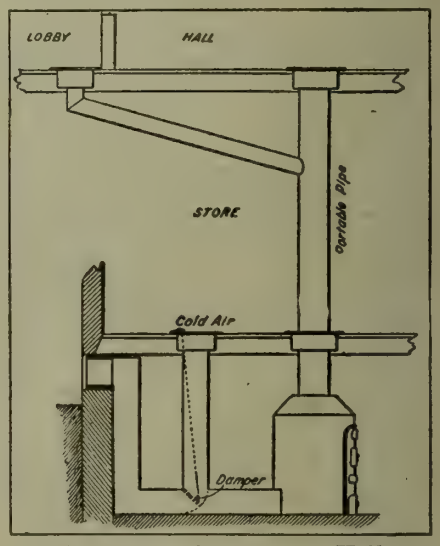
The side-wall register is very convenient in using more than one register on a supply pipe, as the fan assists in equalizing the amount of air allowed each register.

A water pan is placed in the casing and rests against a heated portion of the furnace, giving a moisture to the air as it evaporates.

Properly installed, with a furnace ample for its duties, warm air is both healthy and economical.

HEATING AN AMUSEMENT HALL.

In a place where an amusement hall was above a large storeroom, and when laying plans for heating, the question arose how to heat the hall? A suggestion was made by a correspondent of the Metal Worker to place the furnace in the cellar as near the middle of the store as possible and run a 16 or 18-in. pipe up to a 20x24-in. register in the floor. Then place in the floor of the hall, immediately above, a register of the same size, arranging on the ceiling below for an opening which will accommodate a round pipe of the



Heating an Amusement Hall.

same size as comes from the heater. This pipe can be stowed in any convenient place in the store until it is needed, and then by pushing it up to the opening left in the ceiling of the store it will make a direct connection with the hall register when it sets on the register in the first floor without making any tighter connection at the bottom than suggested. If it is also desirable to heat the lobby it is a simple matter to carry a 9 or 10-in. branch from this vertical pipe over to the lobby and connect with a smaller opening under the register in the lobby.

If the furnace is to heat the hall occupied by people the air supply should be taken from the outside, though this may not be necessary for heating the store, which will be occupied by few people, and which will have the air changed frequently by the opening and closing of doors, and arrangements can be made to take the air supply to the furnace from the store floor when the hall is not occupied. A combination supply duct with suitable damper, as shown in the sketch, will dispose of the air supply question.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Prior & Co.'s New Catalogue.

The distinction of issuing the first large general hardware catalogue in British Columbia belongs to E. G. Prior & Co., who are now distributing to the trade a large volume of over 650 pages, 8x11 inches, weight 5¾ pounds, which is appropriately referred to as their "Fiftieth Anniversary Catalogue." The catalogue contains some 3,500 illustrations, covering every conceivable article of hardware and kindred goods for which there is a demand in that section of the country.

A chief compiler and several assistants were employed for one year on the work, and the better part of one of the largest printing plants in Victoria was engaged for a like period on the printing and binding.

Not many business houses in British Columbia have reached the half century mark, and E. G. Prior & Co. are among the pioneers who, through large expenditures in the direction referred to, give proof of the confidence they have in the continued prosperity of the Province in which their catalogue will be distributed.

Their Fiftieth Anniversary Catalogue is supplied the trade only, and is not a mailing edition. The compilation was directed by Theodore Korb, whose name Hardware and Metal has previously had the pleasure of mentioning in connection with several large hardware catalogues issued by Canadian jobbers.

Russell Motor Cars.

The Canada Cycle & Motor Co., Toronto Junction, have recently published their spring catalogue, which contains a large number of cuts showing and describing the mechanism of the Russell Motor Car. The book has been carefully compiled and reflects credit alike on its publishers and the manufacturers.

Lumbering Tools.

Thomas Pink, Pembroke, Ont., manufacturer of Pink's Lumbering Tools, has prepared an attractive catalogue describing these goods. The book contains a large number of cuts and descriptive matter bearing on the lines shown and would be of interest to hardware merchants generally.

Incandescent Lamps.

The Ontario Lantern and Lamp Company, Hamilton, has issued its annual catalogue, No. 11, which this year is devoted exclusively to the company's line of incandescent lamps. On account of the demand for lamps, the concern is branching out into a number of special lines and is increasing facilities for making them. A new lamp made by this firm is the "Mill Type," with a double-

Sell Sherwin-Williams Varnishes—Five Reasons Why

1st—S-W. Varnishes are of highest standard quality. They can be depended upon to give satisfaction to your customers.

2nd—The line is complete. It includes a grade of varnish for every class of work from the cheapest to the very finest.

3d—S-W. Varnishes are well advertised. They will bring trade and prestige to your store.

4th—Probably no varnishes are better and more favorably known among the *painting trade* than Sherwin-Williams.

5th—There is good profit in Sherwin-Williams Varnishes.

WRITE US FOR FULL PARTICULARS.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

343

"METALLIC" CORNICES

So neatly and accurately made they are very easily erected.

Any architectural design supplied promptly.

If you want one for your own building or for your customers—it will pay you to write us.

We know how—and—we make them right.

23 YEARS EXPERIENCE

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

anchored filament, for use in factories, where a lamp is subject to great vibration. Those engaged in the trade would do well to ask for a copy of this year's catalogue.

Furnace Facts.

A neat little booklet is "Furnace Facts," published by the McClary Manufacturing Company, London. It gives in concise form a description of the workings of the furnace and the information contained in the booklet should prove valuable not only to the householder but to anyone contemplating building. A post card to the head office or any of the branches will secure samples for distribution amongst probable customers.

Hardware Specialties.

The Buffalo Manufacturing Co., Buffalo, N.Y., have published an exceptionally attractive catalogue which contains many cuts of the goods manufactured by them. These lines include water filters, chafing dishes, table kettles, coffee extractors, wine coolers, bath room fixtures, coal vases and hods, and a large number of fancy household necessities and luxuries which should interest the trade. The catalogue has been arranged with great care, the reading matter is concise and to the point and the cuts which illustrate the different lines give a favorable impression of the company's products. Copies of the catalogue will be mailed on request by mentioning this paper.

Roofing Materials.

The Brantford Roofing Company, of Brantford, have published some interesting reading matter on the subject of roofing material. Brantford Roofing is claimed to be a waterproof, fireproof, and acidproof felt paper and is guaranteed by the makers. Printed circulars and information will be mailed free on request.

HEATING AND VENTILATING SYSTEM.

W. R. MacDonald, Pittsburg, Pa., has devised a heating system to provide means whereby the air may be heated either by an ordinary combustion furnace or by electrical means, and at the same time treated electrically before delivering to rooms. The invention is adaptable for use in residences as well as public buildings and relates distinctly to the means of heating and treating the air delivered to rooms.

A TEMPERED COPPER AXE.

A tempered copper axe of small dimensions, which is undoubtedly of aboriginal origin, was recently found upon the shore of Lake Superior, at Presque Isle Park, thus reviving the Metallurgical theory that the ancient people of the region indicated possessed the art of tempering copper, which lost art would be priceless in modern times. The axe appears to have been hammered into shape from a piece of pure metal and then tempered. The temper is said to be so high and perfect that the best of files will hardly scar its surface.

HARDWAREMEN IN UNIFORM

No. 1.

Captain J. W. Barre, of the 65th Regiment, Montreal, and city representative of Caverhill, Learmont & Co., Montreal, has just been decorated with the long service medal, after 20 years' good service in the regiment.

Captain Barre, who belongs to a well-known French-Canadian family, was born and educated in Montreal. After leaving school, he joined Frothingham & Workman, Montreal, with which firm he stayed for 11 years, gaining during that time a splendid insight into the hardware trade. After that Mr. Barre went with Lamplough & McNaughton, now F. W. Lamplough & Co., Montreal, for a couple of years, and then entered

CAPT. J. W. BARRE, MONTREAL.

City Representative Caverhill, Learmont & Co.

the firm of Caverhill, Learmont & Co., with whom he has been ever since. Captain Barre is a veteran of the Riel Rebellion, and while in that campaign went through some arduous work, gaining commendation from his superior officers and several steps in rank.

It was while with Frothingham & Workman, that Captain Barre joined the 65th as a private. In 1885 when the soldiers were called out, the 65th Regiment under the command of Col. Judge Ouimet were ordered to Calgary and from there went to Edmonton. The regiment was then split up into detachments and pushed forward to keep the lines of communication between Edmonton, Fort Saskatchewan and Fort Pitt, but Captain Barre, or rather Corporal Barre, as he was then, was with the most advanced detachment which proceeded further than Fort Pitt, and went so far extreme west as to reach Beaver River. It was on May 28 at Frenchman's Butte that the encounter between the Big Bear detachment of Indians and the 65th occurred. The engagement lasted some time, long enough to give the young soldiers a good experience in firing.

While the regiment were keeping the lines of communication open, Corporal Barre had charge of a scow on the Saskatchewan River for six days. This was important work as the boat contained the ammunition and provisions upon which the lives of the regiment depended. The duties were arduous, but Captain Barre has never regretted the experience. The detachment at Beaver River left at the end of June, and marched to Fort Pitt where the various other sections assembled, and the regiment then, by means of open boats and the railroad reached Montreal on July 20, having had exactly four months of hard campaigning. Mr. Barre has nothing but praise for his old firm. Frothingham & Workman, who allowed him to be away the whole time without any financial loss.

During the campaign Mr. Barre rose from private to sergeant and since then has gone through the various steps until he is now Captain and Quartermaster. Mr. Barre still takes a great interest in his regimental duties, despite the little time that he can spare from his business.

BICYCLE AGAIN POPULAR.

The Iron Age, in referring to the renewed popularity of the wheel, says: "There are reasons why the bicycle is again in popular public favor. One of the reasons is that the price has struck rock bottom, and even at the present low prices the bicycles sold to-day are the best equipped and most scientifically constructed mounts ever made. Another reason is that as a durable and practical machine, adapted to a great variety of useful purposes, the bicycle is safe, sure, economical and always ready. Its first cost is only a fraction of any other conveyance, while the cost of keeping it is practically nothing. Its value as a money saver can best be appreciated by those who have occasion to journey to and from home to business a certain number of times daily. A little calculation will serve to show how soon a bicycle. as a substitute for street car service, can be made to pay for itself. As a means of exercise the bicycle brings into alert and healthful activity every nerve and muscle of the body. It moves with its rider like a thing of life, and adds to the mere physical exercise the exhilaration of rapid flight in the open air, and the interest of constantly changing scenes."

"SANDERSON'S" TOOL STEEL

"Always Reliable"

MACHINERY STEEL

Smooth and Iron Finish

A. C LESLIE & CO., LIMITED

MONTREAL

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO. LIMITED
HAMILTON, ONT.

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

Hammer the Hammer — Accidental Discharge Impossible

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer.

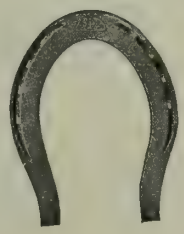
THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.



M.R.M. CO.

Horse Shoes

There is good reason for the popularity enjoyed by "M.R.M." Horse Shoes.

They are made to suit in the highest sense the requirements of the Farrier who is particular about his work and wants a first class shoe.

Material is of the best. Shape is correct. Creasing and punching done in a way that gives entire satisfaction, and the thorough inspection given them before leaving our factory ensures nothing but good shoes being sent out.

We shall be glad to send samples.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Developments.

Arthur Sewell is erecting a sawmill at Gibson, N.B.

The Bathurst Lumber Co. will erect a concrete sawmill at Bathurst, N.B.

The Atikokan Iron Company's plant at Port Arthur will resume operations with the opening of navigation.

C. J. Moore, Victoria, B.C., proposes to erect a big sawmill at Prince Rupert to supply the wants of the G.T.P.

The Macdonald Lumber Company and the Peterboro Lumber Company, Lakefield, expect to open their mills next week.

Gourlay, Winter & Leeming, Toronto, have purchased the McMillan Piano Company's works, Kingston. It will be operated in connection with the Toronto works.

The Lamb Fence Company, London, has put on a night staff to help get out an order of 75 miles of wire fence for the Grand Trunk. The company is now turning out several cars of fencing daily.

The Foley & Gardiner Manufacturing Company, an American concern, manufacturing meat and bandsaw filing and jointing machines, will open in Toronto a Canadian factory employing 30 men about May 1.

Building Notes.

Winnipeg's old post office will be remodelled and used as customs house.

Tenders are begin called for the new Methodist Mission building, Winnipeg.

Gordon Duncan will build a $4,200 stone and brick dwelling at Brantford.

M. C. Sackrider, Medicine Hat, Alta., has the contract for a $14,000 brick terrace.

A $25,000 building will be erected this summer by Nelson, B.C., Fraternal Order of Eagles.

Colborne Street Methodst Church, London, propose to spend $15,000 in improvements.

The C.P.R. will erect a $30,000 building at Kenora, Ont., and present it to the Y.M.C.A.

It is intended to start work on the new $100,000 Sacred Heart Church, Ottawa, on May 1.

The Mt. Pleasant (Vancouver, B.C.), Presbyterian Church will build a new edifice to cost $30,000.

Foley, Welch & Stewart will erect a huge warehouse, the largest on the Pacific Coast, at Prince Rupert, B.C.

Brown & Garson are erecting the new post office at Selkirk, Man., and plans for a new curling rink are being prepared.

Two structures to be built this summer in Winnipeg are J. Y. Reid's $14,000 home, and S. D. McLennan's $5,000 residence. Rugh & Riddell have the plans in hand.

An American firm will build a new hotel at Kamsack, Sask., and the Russel and Windsor Hotels there will enlarge, and a number of small stores and houses will also go up.

Excavations have been completed at Fort Osborne, Man., barracks for the terrace of eight houses for the accommodation of the married men and noncommissioned officers.

Permits aggregating $72,500 have been issued by the Winnipeg city building inspector for the first ten days of April. Of this amount $20,000 will be spent on ten cottages near the C.N.R. shops.

Excavations have been begun for the erection of a large store and apartment block adjoining the Steel Block, Winnipeg. The owner is T. D. J. Farmer, Hamilton, and the cost will be $30,000.

Edmonton's building permits for the first ten days of April totalled $125,000. Since the first of the year contracts calling for the expenditure of $1,482,350 have been let, as compared with about $700,0000 for the first three months of 1907.

Smith Bros. & Wilson, Regina, have been awarded the contract for the new courthouse at Moose Jaw, and Carter, Halls & Aldinger have the contract for the new jail at Moosomin. This latter firm will also erect Hon. Robt. Rogers' $15,000 residence at Winnipeg.

The Manitoba Government will shortly call for tenders for the erection of a big reformatory or training school at Portage la Prairie; a power house for same institution; a residence for superintendent of Home for Incurables at Portage, and a big machinery hall at the Agricultural College.

Companies Incorporated.

Canadian Steel Products Company, Limited, has been incorporated with head office at Toronto and a share capital of $40,000, to manufacture steel by an electric process.

T. Cannon & Son, Limited, have been incorporated, with head office at Toronto, and a share capital of $50,000, to deal in building supplies. Provisional directors are T. E. Cannon, jr., T. E. Cannon, sr., and Edith L. Wright.

The Burchard Lumber Company has been incorporated with head office at Saskatoon, Sask., and a share capital of $100,000, to deal in lumber. The directors are C. J. Burchard, E. E. Heiner, F. H. Steltze, W. H. Pierce and G. H. Poirier.

Granite, Crushed & Dimension, Limited, has been incorporated, with head office at Toronto, and a share capital of $40,000, to operate stone quarries. Provisional directors are J. H. McKnight, M. J. Adams, Jno. Preston, Jas. Pearson and W. E. Douglas.

The Coniagas Reduction Company, Limited, has been incorporated with head office at St. Catharines, and a share capital of $250,000, to deal in mineral lands, stone quarries and water powers. Provisional directors are J. J. Mackan, Theodora Sullivan, H. H. Collier, Bella Louise Nelson and R. B. Peck.

Railway Development.

The G.T.P. expect to complete the line between Winnipeg and Saskatoon early in May.

RAIL MILLS AT SOO CLOSE.

The Algoma Steel Company's rail mill at Sault Ste. Marie closed down last Saturday for an indefinite period, owing to lack of orders. Superintendent D. D. Lewis, while not inclined to place a date for re-opening, gave the impression that the shutdown would not be of long duration. Incidentally, he stated that the Algoma mill had fared better than any other rail mill on the American continent since the financial stringency. The blast furnaces will not be affected by the temporary suspension.

This news set Montreal holders of Dominion Iron & Steel wondering how long the steel rail mill at Sydney would remain open. That mill is at work on contracts for the transcontinental railway, and is counting on Government contracts keeping the mill running through the summer, although it is feared the Sydney mill will be closed in about a month's time.

CANADIAN LEAD INDUSTRY.

W. H. Alderidge, managing director of the Canadian Consolidated Mining & Smelting Company, in a recent interview at Vancouver, said: "The reduction works at Trail are now producing 20,000 tons of refined lead this year.

"American refined lead no longer enters the Canadian market since the industry has got a foothold in the Dominion. However, a limited quantity of English refined lead competes with our products in Eastern Canada. Canadian refined lead is now in great demand in Japan, China, and Australia, and we are preparing to enter the Singapore market. Japan is probably our best foreign customer. Our invasion of the Australian market began over a year ago. We ship considerable quantities to our selling agents and are able to compete with the Australian refiners, who are also large exporters of refined lead."

PORTABLE COASTING DEVICE.

J. C. Boyle, Calgary, Alberta, has received patent rights on a coasting device. It is easily put together and may be operated by one or more children on lawns, porches or indoors, and affords much amusement. When not in use it may be folded into a small compact package.

News of the Paint Trade

TESTING LINSEED OIL.

Care should be taken, says an exchange, when testing linseed oil, not to do an injustice to reputable brands by any mistakes in identification of the oil or methods of testing. In the first place, the sample of oil to be tested should be drawn off in a clean container from a barrel which is plainly branded, so that the oil of one manufacturer shall not be mistaken for that of another. Then the test employed must be simple and reliable. If impossible to make such a test, the sample should be turned over to a competent chemist for a report on it. Usually this can be had at small expense, and the verdict of one qualified to pronounce on the purity of oils will be much more satisfactory than that of an amateur. Every suspected barrel of oil should be analyzed. It does not pay either the dealer or the consumer to buy kerosene for linseed oil.

Some curious instances of "tests" have come to light recently, showing that it is far better to entrust that work to a chemist than to attempt to do it one's self. One amateur censor of oil purity mixed bicarbonate of soda with a bottle of pure oil and declared it adulterated—which it was, with bicarbonate of soda. Another made a mixture of half oil and half muriatic acid and blamed the oil because the mixture was not satisfactory. Still another drew a bottle of oil from a barrel which had been bought from a notorious doper and then charged the adulteration—25 per cent. of kerosene—to a prominent crusher who is noted for making nothing but pure oil. These are a few of the blunders that arise from the careless or ignorant handling of linseed oil samples. Too much care cannot be exercised in this matter of testing linseed oil.

UNCORKING VARNISH.

Previous to using any varnish, and particularly a high grade coach varnish, it is urged by some painters that the cork should always be unloosed from the can for two or three days to allow the presence of air, which, it is said, removes a peculiar gas of turpentine that seems to be generated by varnish when long closed, and which is very likely to spoil the first job that is varnished from the fresh can.

A carriagemaker bought a can of English varnish which had stood four months on the shelf of the dealer, and ordered his painter to use it on a coach body, but he objected on the ground that the can was so fresh opened.

He argued that the spirit of the varnish would be so strong that it would strike into the surface of the rubbing varnish and give it the appearance of being sanded. He was ordered to go ahead, and varnish the coach with it, however, and he applied it to one panel. It looked very fine, but fifteen minutes later it was beginning to fulfill his prophecy. It seemed to eat into the rubbing coat, and gave an appearance similar to a varnished surface sprinkled with sand. Having borrowed a can of varnish that had been opened for some time, he removed with a brush most of that which he had applied, and flowing the panels with this varnish, the result was satisfactory. To prove further that it was the fresh opening of the can which had caused the first varnish to work so, he filled two glass bottles therewith, covered them with muslin to keep the dust out, and exposed them on the shed to the sun for three days. At the end of that time he finished several coaches with the varnish thus prepared, and it made a surface which was unsurpassed for fullness and brilliancy.

NEW PROCESS FOR DISTILLING OILS.

Walter Kohn, of Lubeck, Germany, has invented a process for distilling oils under pressure. In this process the liquid is driven under pressure of twenty atmospheres through a long system of tubes contained in, and heated in, a suitable bath such as water, air, steam, oil, etc. On the way through the system the oil in the tubes is heated to the temperature of the bath. It then is allowed to escape in a fine spray at the end of the system, and is thus evaporated. The finely divided oil and vapor enters a chamber striking a deflecting apron from which the non-volatized portion

Hurry Up

Your customers are writing us every day for particulars about

Floorglaze Enamel

There is no other solid color Floor Finish nearly so good and in which there is as good profit for the dealer. Stock it now.

Color Card and prices for the asking.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

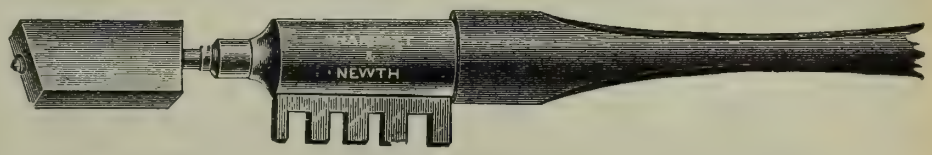
VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

McCaskill, Dougall & Co.

Manufacturers RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

falls to the bottom into a special receiver, while the vapors go on to appropriate condensation apparatus.

In the old process of producing the pressure by the vapor tension of the oil alone the high temperatures necessary were apt to cause cracking, while in Kohn's process no considerable cracking was noticed, in as much as the oil had not been heated to the boiling point. No coke deposits in the tubes, cleaning of the tubes is reduced to a minimum and consists chiefly in blowing out with steam.

CHANGE OF ADDRESS.

The head offices of the Queen City Oil Co., Limited, Toronto, have been removed to the third floor of the Ogilvie Building, 63 Bay Street, southeast corner of Wellington Street. For the past ten years the executive offices of this busy house have occupied the whole of the fourth floor in the Lawlor Building, but these premises had become entirely inadequate to give the necessary working space for the executive trade and accounting staff of this large and constantly growing business. By securing the entire third floor in the new Ogilvie Building, where up-to-date offices have been fitted up, nearly double the floor space affords ample accommodation in the centre of the wholesale district.

WONDERFUL GLASS MACHINE.

A window glass blowing machine in operation at the Colburn Machine Glass Company's works, Franklin, Pa., is a remarkable invention, eliminating as it does skilled labor in the process of manufacture. The batch from which the glass is made is conveyed from the basement to the main floor by an elevator and emptied into a large box, or bin, located in front of the melting tank. It is thrown into the furnace by means of a swinging shovel. The furnace has a capacity of 110 tons of molten glass and can melt 12 tons every 24 hours.

From the furnace or tank the molten glass flows into what is known as the dog house, thence into the working chamber. Here it takes the shape of a continuous sheet of glass the full width of the machine, maintaining its width automatically throughout the entire run. The sheet goes upward for about five feet, then passes over a bending roller, thence through the machine and the machine lehr, onto a rotary cutting table at the other end. To glass men the most incredulous thing about the whole process is centered at this bending roller. Although the travel of the sheet is changed from a perpendicular to a horizontal one, by bending the sheet of glass over this idler roll, the beautiful fire-finished surface of the sheet is not marred in the least. The machine and machine lehr are about 60 feet in length. One of the remarkable things about the machine is that it makes a sheet of glass of uniform thickness, either of double or single strength. It works steadily and rapidly. Of the double strength it produces 32 inches a minute, and of single strength glass it turns out 38 inches a minute, the sheet being 42 inches wide. When it is considered that the machine is operated 24 hours a day, an idea can be had of the large quantity of glass that is being produced.

The glass made by the Colburn machine is free from the imperfections appearing in both the hand product and the glass made by the cylinder machines now in operation. Much of the glass made by hand has blisters made by the gatherer, block marks from blocking, besides the burning of the sheet on the flattening wheel, while rubbing the cylinder down to a flat surface. Glass made by the cylinder machines contains blisters from labeling, in addition to defects made while flattening.

The new sheet glass machine will figure as one of the greatest labor-saving devices of the present age, and that is what will make it appeal to glass manufacturers and investors. It practically eliminates skilled men in the window glass making business. In plants using this process there will be no need for gatherers, blowers, snappers or flatteners. Of the various trades only that of the cutter remains.

The machine itself is operated by three persons, two boys at the working chamber and a man at the rotary cutting tables, who takes care of the sheet as it comes out.

PETROLEUM FOUND IN AUSTRALIA.

The discovery of petroleum in the Boonah district of Queensland, Australia, is reported in the Queenslander. It asserts that crude petroleum, a heavy black oil, has been found in a well 100 feet in depth and within two miles of the town. On a farm five miles from Boonah bores are said to show a volatile oil, probably kerosene, at a depth of 130 feet. There are said to be other indications of oil in several parts of the district, notably Harrisville. While "payable oil" is yet to be found, indications are said to be that the field will be productive when operations on a large scale are begun.

WHY PAINT IS STIRRED.

One object of stirring paint is to keep the liquids, such as oil, turpentine and japan, thoroughly mixed. If this is not done some parts of the work are liable to dry quicker and others slower, instead of the whole surface drying even and alike.

TIME TO DISPLAY BRUSHES.

Every retail merchant should aim to keep before the public the seasonable goods that he has on hand. Salable goods should be kept to the front in their proper seasons. Just now is a particularly good time to make a display of brushes, brooms, woodenware, etc. Windows and show cases should be utilized to show the variety of goods carried in these lines. In many stores these goods are not regarded as suitable for display, and are relegated to back shelves and out-of-the-way corners. Try the effect of giving these lines a front place.

CAN YOU DO BETTER

Than handle LIQUID "ENGLISH" PAINTS ?

A Paint that is made right here in Canada, and made RIGHT, here in Canada.

A Paint that you can always get any of the 45 shades right away in any quantity.

A Paint that sells on sight.

A Paint in which the only White Lead used is Brandram's B.B. Genuine.

Ask us to-day why it would be profitable for you to Handle "ENGLISH" LIQUID PAINTS.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., Winnipeg,
Distributors for Western Canada

ESTABLISHED IN 1796

English Varnish
For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Even with the best city fire department it is almost impossible to put out a gasolene fire. Are you letting poorly stored gasolene menace your property?

A Bowser Gasolene Tank

Installed at your store will guarantee you absolute safety.

Gasolene stored in a Bowser cannot possibly explode.

Safe outfits are described in Bulletin 205. Sent free upon request.

S. F. Bowser & Co.
LIMITED

66-68 Fraser Ave. - - - - Toronto

Try Our Plan

If you want an easy seller try a well advertised article; something people know about and that has an already established value in the minds of prospective purchasers. Something they are looking for and something they will be satisfied with after they get it.

Martin-Senour Paint

is well advertised—that's our plan—that's the way we help our dealers and that's why handlers of Martin-Senour Paint are busy—we are constantly advertising their goods. **Martin-Senour Paint** pleases—that means repeat orders. Well pushed, well known, well liked, there you have it in a nutshell. Just write and ask us to explain how we can make our plan fit your case and help you

The MARTIN-SENOUR CO., Ltd.
"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.
2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

Paint and Oil Markets

MONTREAL.

Montreal, April 24.—As the season progresses business grows steadily in importance, and buyers appear to be gradually regaining confidence in the outlook. Reports from various districts show that plenty of painting work is being done, and as stocks apparently are on the light side, a heavy spring trade should be transacted. The continued cold weather is hampering trade somewhat, while the bad roads locally have retarded shipments. Rail orders are being cleared off quickly by grinders, to make room for the material booked for the opening of navigation. Prices generally are firm, with the exception of turpentine.

Turpentine—The fluctuations in the primary markets have been most erratic, and the firmer feeling of a fortnight ago has entirely disappeared. Prices are marked down 3c, and we now quote 72c for single barrels.

Linseed Oil—Despite a tendency to sag, no change is made in quotations this week. The crushers still seem inclined to shade prices, but under a good demand from the trade generally, the market is kept up. We continue to quote: Raw, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c; boiled, 1 to 4 barrels, 56c; 5 to 9 barrels, 55c.

Ground White Lead—The demand continues good, especially from the Western sections. Buying has been stimulated by the prices obtaining. Inquiries are very favorable, and prospects appear healthy for a satisfactory season's business. We continue to quote: Government Standard, $6; No. 1, $5.75.

Red Lead—Red lead is still scarce, but is only in fair demand. Buyers seem content to await opening of navigation, except for very pressing requirements. We continue to quote: Genuine red lead, in casks, $5.50; in 100-lb. kegs, $5.75; in less quantities at $6.50 per 100 lbs.; No. 1 red lead, casks, $5.25; kegs, $5.50; and smaller quantities, $6.25.

White Zinc—There is no change to note in this article. The demand continues light, and quotations are firm: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc ground in oil. Pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—Shellacs are at present lower in price than they have been for years, and, consequently, varnishes are relatively reduced. The varnish trade in the States continues to be apparently on the poor side. The local demand is fair, with every prospect of an improved call for household varnish.

Colors—The demand continues good with no change in prices. Window blind greens, ochre and gold are moving well, and a promising spring trade is opening up. The call from the Lower Provinces and Ontario continues to be most marked.

Putty—Putty is in fair demand, with no change in quotations: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, April 24.—Easter holidays have been a disturbing factor during the week but orders have, nevertheless, been very satisfactory, and a better feeling is developing. The demand is chiefly for mixed paint and sundries, with a fair sorting trade still being done in household lines, such as varnishes, stains, brushes, glass and putty.

Prices on turpentine and shellac varnish have both declined during the week. Turpentine in the south continues weak and the decline we predicted a week ago has developed.

Turpentine—Four cents has been chopped off last week's quotation of 77 cents as a result of continued weakness in the primary markets. Some houses having heavy stocks are quoting a cent lower.

Linseed Oil—Although jobbers' list prices have been maintained without change, a lot of shading is being done. A good trade is being done and a larger demand is looked for. We quote Baden oil at 57c for single barrels of raw and 60c for boiled, with Montreal oil two cents lower.

White Lead—Fair orders are being placed, prices being considered low enough to warrant large buying. We continue to quote: Canadian pure $6.15 and No. 1 $5.90.

Red Lead—A fair demand exists at unchanged prices. We quote: Genuine, in casks, at $5 to $5.25 and in kegs, $5.50 to $5.75.

Paris Green—The demand is increasing. We quote: In barrels, 24½c, and in 25-lb. drums, 25¾c.

Glass and Putty—Glass prices are unchanged. Putty continues in good demand our quotations being: Bulk, in barrels, $1.70, and bladders, in barrels, $1.95.

White Zinc—Prices are unchanged. Pure, in oil, in 25-lb. irons, 8½c; Extra Red Seal, V.M., dry zinc, 7½c.

Shellac Varnish—Prices have declined and we now quote pure white at $1.75 and pure organge $1.65 in barrels.

Varnish and Floor Stains—The lively demand continues for such housecleaning lines as shellac, enamels, varnishes, floor stains, etc., at the retail stores and sorting orders for these lines are included in most shipments.

Petroleum—We continue to quote: Prime white petroleum at 13½c; water white, 15c; and Pratt's Astral, at 17½c. Benzine in single barrels, 18c per gallon, and motor gasolene, 18c.

H. E. Loebe, Jersey City, N.J., has in-

GAS AND PIPE CONNECTION.

H. E. Loebe, Jersey City, N.J., has invented a pipe connection which will connect any pipe or be easily attached to such devices as the fire engine, the automobile or a boiler. No washers are needed. The new connection can be connected or disconnected in a second, it being regulated by a screw cap which makes it impossible to open at a very high pressure. The system is simple and appears to be durable.

THE SPRING

is presumably the BEST TIME to paint, before the dust arrives. After the disappearance of cold weather, the absence of a muggy, steamy atmosphere facilitates paint drying, and one is in a jolly mood to wield the brush!

Take an hour in the PAINT and VARNISH department and note in your "WANT BOOK" deficient lines of MARINE PAINT, SPAR VARNISH, MUNRO'S COPPER PAINT, DRY COLORS, COLORS IN OIL, COACH COLORS, WHITE LEAD, WAGGON PAINT, WOOD STAINS, HOUSE and CARRIAGE VARNISHES, BUGGY and SLEIGH PAINTS, READY-MIXED PAINTS, especially the FLOOR PAINTS. Now turn to BARN PAINT, STOVE PIPE VARNISH, ALUMINUM and GOLD PAINT. Look into ASBESTOS STOVE LINING, KALSOMINE, and don't forget the PUTTY.

One or **two** lines should be singled out and pushed **every day** by what is called in England "the **introduction method.**" This means: after a customer has made an ordinary purchase, you tactfully and "with winning grace" show him a small tin, say, of the **Canada Paint Company's Aluminum Paint**, and remark, "Have you seen our **Silvery Aluminum Paint?**" Show it off by painting a few strips of stove pipe iron. **Don't** be too obtrusive, but enlarge upon its merits. Now hand out a **C. P. Co.'s liquid paint folder** and sweetly invite the customer to "**come again!**" Change your specialties **each day,** or at least **every other day.** Keep a bright **look out for casual telephone orders,** and make a list of your **largest regular buyers,** and call them up, at least **once a week,** for "**anything on the list, please?**"

Having done all this, mail a nicely assorted order to WHERE IT WILL BE APPRECIATED, that is to say to

THE CANADA PAINT COMPANY LIMITED

Your Customer Is

preparing to paint, and he will naturally be enquiring for Ramsay's Agency in your town. That is the time for you—Ramsay's Agents—to get after him. Let him know you have a full line of

RAMSAY'S PAINTS

A little judicious window display at this season, will keep you in touch with your paint customers all year. Let us know who is going to paint and we will help you get him. Then, let us know also who ought to paint. A little jogging at the right moment will get you a customer. We will do the jogging if you will give us the name, and you will get the customer. Our Agents are making sales every day with our helps. Now is the time for Ramsay's Paints.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

Doesn't It Stand to Reason

that your customers are going to be more liberal in their paint purchases when they know that they can get a really excellent paint at a low price?

New Era Paint

is low in price and high in quality. It covers better and lasts longer than any other brand.

Send To-day for Quotations

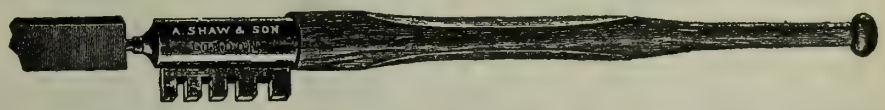
Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

"There Are No Flies On Us"

will be the glad refrain of your customers if you sell them

SANDERSON-HAROLD Screen Doors and Windows

Our goods are made well. The screen wire is made to stand weather, so is the woodwork. Don't put off sending in your specifications till the dog-days come! Send them in to us NOW.

Our prices will suit you.

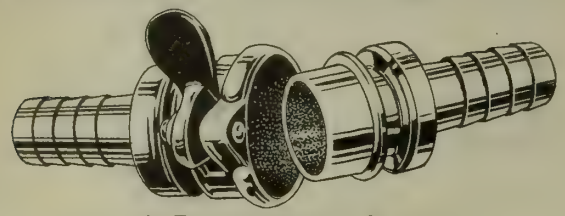
SANDERSON-HAROLD CO., LIMITED
Paris · Ontario

Don't forget "OPALITE" Refrigerators

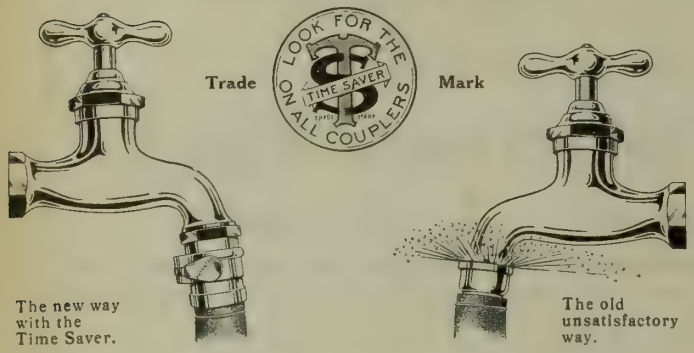
A TIME-TESTED IMPROVEMENT—
NOT AN EXPERIMENT. THE

Time-Saver Hose Coupler

is rapidly supplanting the old-fashioned, leaky, water-up-the-sleeve, pressure-wasting coupler, of which hose-using humanity is tired.



How the Time Saver joins two hose sections



Note how the Time Saver makes an improved tap connection.
Made in all Standard Sizes at Popular Prices.
SEND FOR OUR PRICE LIST.

The Time-Saving Coupler Company, Limited
166 Bay Street, Toronto

Are You Handling

Eureka Rakes?

The Eureka Rake is the most advanced improvement made in wooden hay-rakes. Its main selling features are

Lightness and Strength

The handle and braces being sawn in one piece, are fitted snugly to the head in a mortised hole. The wood used is strong and flawless, and the Eureka Rake is finished better than any other rake on the market.

May we send our Price List?

J. H. Still Manufacturing Co.
Limited
ST. THOMAS, ONTARIO

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

50 cents

—— to ——

The MacLean Publishing Co.
Technical Book Department
10 Front St. E.——TORONTO

The Building Season

means brisk sales of

"RAPID" AUGER BITS

What about your share? Might as well get in line by asking us for lists and discounts. Don't forget that the patent

GUIDE POINT

is an exclusive feature of Rapid Auger Bits.

The Rapid Tool Co., Limited.

Peterborough, Ontario

Sell More Paint

by selling a better paint at a lower price. Actual test proves—will prove to YOU—that

Moore's Pure Linseed Oil H.C. Paint

is better in quality than any prepared paint on the market. It colors better and has a truer color than any other paint, yet the price is low. Reasons? Certainly! The amount of money other big manufacturers spend in extensive advertising is saved by us—and put into the quality of our paint.

Muresco Wall Finish

is still bringing in painters' orders to hardwaremen. Are you handling it? Many painters have told us that it is the best water color wall finish ever marketed.

Send for Our Prices!

Benjamin Moore & Co., Limited

New Office and Works: Toronto Junction, Canada. New York, Chicago, Cleveland, Carteret, N. J

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

The QUEEN CITY OIL COMPANY Limited

HEAD OFFICES

HAVE BEEN REMOVED TO

3rd Floor Ogilvie Building

63 BAY STREET, - TORONTO

(S.E. Corner Wellington St.)

THE BEST LAID OUT STORE

is the one which displays the most goods.

There are few men who can describe just what they want, but if they see it sampled on a shelf box they can point it out. Which is the easier—for a man to point out the article he wants, or for you to untie half a dozen packages to show him what you have in stock?

Your salesmen should be employed in selling goods, not in looking for goods, in untying packages and tying them up again.

Shelf Boxes improve the appearance of your store 100%.

The Bennett Steel Shelf Box is the best box on the market in Canada or the United States.

It has galvanized steel sides and bottom, and thus saves at least 20% shelf room. The steel is not nailed to the wood front, but is locked in by our own patented process.

The Bennett Box is more durable than a wooden box. It has been tested for fifteen years and we have never heard of one man who was dissatisfied.

Note the "lip" on box, this renders it dust proof. Write for catalogue and price list.

CAMERON & CAMPBELL, SOLE MANUFACTURERS **TORONTO**

There's Money in the Roof!

Not much in one roof, perhaps but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

April 24, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 10
Hallett'	0 10

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates. 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	9 00
" " 2 "	....	9 10
" 2½ "	10 50	12 00
" 3 "	12 00	13 50
" 3½ "	15 00	16 70
" 4 "	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.
Casting ingot	14 00
Cut lengths, round, bars, ½ to 2 in	23 00
Plain sheets, 14 oz	21 00
Plain, 16 oz,, 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planished base	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base	0 23 0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 60	2 65
12 gauge	2 60	2 70
14 "	2 50	2 45
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 65
26 "	2 65	2 80
28 "	2 70	2 95

CANADA PLATES.

Ordinary, 52 sheets	3 60
All bright "	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage 16-20	Queen's Head 3 85	Fleur-de-Lis 3 70	Gordon Crown 3 95	Colborne Crown Gorbal's Best ....
22-24	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	21 00
Middlesboro, No. 3 pig iron	20 50	21 00
Summerlee, No. 2 "	25 00	24 50
Carron No. 1	25 50	....
Carron No. 3	22 75	....
Clarence, No. 3	21 50	20 50
Glengarnock, No. 1	....	24 50
Radnor, charcoal iron	30 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	1 90	2 00
Forged iron	2 05	2 15
Refined "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 10	2 50
Sleigh shoe steel "	2 05	2 30
Iron finish machinery steel (domestic)	2 10	2 30
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 05	2 50
Sheet cast steel	0 15	0 15
Toe calk steel	2 50	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	....	0 08
Corona tool steel	....	0 06½
Silver tool steel	....	0 12½

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$34 50	$33 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

'Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— X X, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	4 00	4 00
Bar, "	4 40	4 35
Sheets, 2½ lb. sq. ft., by roll	6 25	6 25
Sheets, 3 to 6 lb. "	5 75	6 00

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 00	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass	0 11	0 10
" yellow brass	0 08	0 08
Light brass	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate	12 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c.
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	1 70
No 7 Fuller's	"	2 00
No. 4½ "	"	2 10

Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 .... 2 35
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 00	¼ inch	2 85
⅜ "	2 25	"	3 05
½ "	2 72	"	3 57
¾ "	3 68	"	4 83
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 50	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 16	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 55	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb.	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	0 40
2-lb. or over "	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	[illegible]
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 06
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 1[illegible]
Marine black, 2½ lb. irons	0 0[illegible]½

BLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS

Orange mineral, casks	0 [illegible]
" " 100-lb. kegs	0 09½

CLAUSS BRAND BARBERS' SHEARS

Fully Warranted.

Solid Steel and Steel Faced. Hand forged from Finest Steel. These Shears are especially tempered for the purpose they are intended.

FULL NICKEL PLATE FINISH.

Write for Trade Discounts

The Clauss Shear Co., :: :: Toronto, Ont.

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
P. D. Dods & Co's "Island City"		1 50
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls	1 70
Bladders in bbls	1 95
25-lb. tins	2 05
Bulk in 100-lb. irons	1 95

SHINGLE STAINS.

In 5-gallon lots	0 85

TURPENTINE AND OIL.

Prime white petroleum per gal	....	0 13½
Water white "	....	0 15
Pratt's astral "	....	0 17½
Castor oil, per lb	0 09½	0 10½
Motor Gasoline, single bbls	....	0 18
Benzine, per gal single bbls	....	0 17
Turpentine, single barrels	0 72	0 73
Linseed Oil, " raw	0 53	0 57
" " boiled	0 56	0 60

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	....	6 00
No. 1 Canadian	....	5 75
Munro's Select Flake White	....	6 25
Elephant and Decorators' Pure	....	6 15
Tiger Pure	....	6 25
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	7 25
"Anchor," pure	....	6 15
Ramsay's Pure Lead	....	6 25
Ramsay's Exterior	....	5 75
"Crown and Anchor," pure	....	6 50
P. D. Dods "Island City" pure		6 50
Sanderson Pearcy's	....	6 25
Robertson's C.P., lead	....	6 25

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 00	5 25
Genuine, 100 lb. kegs, "	5 50	5 75

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 70
Gilders bolted in bands	....	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	....	0 08½
No. 1, " "	....	0 07
No. 2, " "	....	0 05½

SHELLAC VARNISH

Pine White, in barrels	....	1 75
Pine Orange, "	....	1 65
No. 1 Orange, "	....	1 30

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No. 1	....	0 90
" " union	....	0 80
Light oil finish	....	1 40
Gold size japan	....	1 80
Brown japan	....	0 95
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 80
No. 1 "	....	2 50
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal	....	2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish	....	2 00
"Kyanize" Interior Finish	....	2 40
"Flint-Lac," coach	....	1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.	....	2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt per ton		55 00
Heavy Straw Sheathing per ton		40 00
Dry Surprise		0 40
Dry Sheathing per roll, 400 sq. ft.		0 32
Tar " " 400 "		0 40
Dry Fibre " 400 "		0 50
Tarred Fibre " 400 "		0 60
O. K. & I. X. L. " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels per gal.		0 15
Roof " small packages "		0 20
Refined Tar per barrel		4 00
Coal Tar "		3 50
Coal Tar, less than barrels per gal.		0 15
Roofing Pitch per 100 lb.	0 75	0 80
Slater's felt per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		42 50

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood	....	3 40
"Iron Clad" cotton	....	2 10
Iron Clad" paper	....	2 15
wood	....	2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	50 00	
Stable pavers, 9"x4½"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 75	
over 12 in. "	3 75	

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	....	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Ford's auger bits. 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz.	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, nominally 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00
Berg's, each..... ..... 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75

Double strap hangers, doz. sets.... 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 7 00
" " rail..... .... 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross 9 00
" " ¾ " .... " 10 00
" " ⅞ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ¾ and ⅞ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10⅝
Hay Budden, 80-lb. and over 0 09¾
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..... .... 0 13½
Berg's, per lb..... .... 0 12½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1 .... 3 50
" " " No. 2..... .... 5 50
Saw Vise 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list Per cent.
" " ⅝ and smaller.. 60, 10 and 10
" " 7-16 and up 60
" " Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less .... 60, 10 and 10
Machine Bolts, 7-16 and up.... 60
Plough Bolts ..... 55, 5 and 10
Blank Bolts..... 60
Bolt Ends..... 60
Sleigh Shoe Bolts, ⅝ and less .. 60 and 10
" " " 7-16 and larger 55 and 5
Coach Screws, conepoint..... 70 and 12½
Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb. ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in. $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"O" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $5.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per $3.1

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25
" iron ..... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 12; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL

SHEARS.

Clauss, steel s issors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5 an 1 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 3) per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0.65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 90
" No. 50, nickle-plated,	"	0 95
" handles, japaned,	per gross	9 25
" " nickled,	"	9 75
Common, plain		4 25
" plated		5 50
Asbestos, per set	....	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hing- Plain,	"	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch	" "	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.20; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3 15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1 25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	....	3 00
Galvanized, plain twist	....	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Beckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	....	1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style ..... per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz	1 10	3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	....	1 90
" " 3-hoop	....	65

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	...	35 00
Royal American, 11 in.	..	35 00
Eze, 10 in., per doz	....	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel	"	4 50

CARPET STRETCHERS.

American	per doz.	1 00
Bullard's	"	....

1 50
6 50

CASTORS.

Bed, new list, 55 to 57½ per cent
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10
Pure Manilla		0 13½
"British" Manilla		0 11
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 09
" double		0 10
Sisal bed cord, 48 feet per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	....	0 08¾
500 " standard	....	0 08½
550 " " manilla	....	0 09½
600 " " "	....	0 11½
650 " " "	....	0 13

Car lots, ½c. less; ½-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 40
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb.,	per ton	20 00	22 00
" under 40 lb.,	"	....	24 00
" 200 lb. and over		....	28 00

The Buffalo Manufacturing Co.

BUFFALO, N.Y.

When you get our goods you know you get THE BEST.

We manufacture Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, Etc.

All High Grade and Exceedingly Presentable.

Represented by **H. F. McINTOSH & CO.**

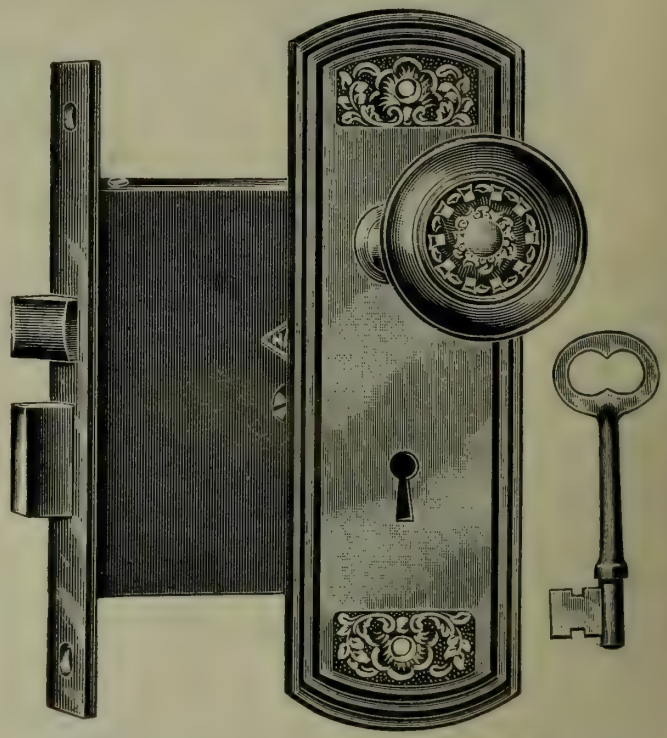
51 Yonge Street, Toronto, Ont.

Write for Catalogue.

This is our Specialty **THIN MORTISE LOCK**

showing door plate and handle—Ask your jobber for

"NATIONAL" BUILDER'S HARDWARE



National Hardware Co., Ltd., Orillia, Ontario, Canada

'ATLAS' The Brand

IS THE BEST IN THE MARKET

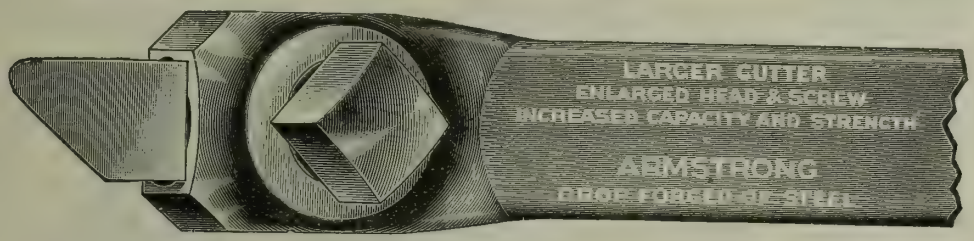
Scotch Glue

SOLE MANUFACTURERS:

QUIBELL BROTHERS, Limited, Newark-on-Trent, England

Uncle Sam Specifies the ARMSTRONG TOOL HOLDERS

When he's in need of Lathe and Planer Tools and your Uncle knows WHAT he wants and WHY



SAVE ALL FORGING | SAVE 70 per cent. Grinding | Make one lb. of tool Steel equal ten lbs. in Forged Tools

DO YOU WANT OUR CATALOGUE? IT'S A TOOL HOLDER ENCYCLOPEDIA

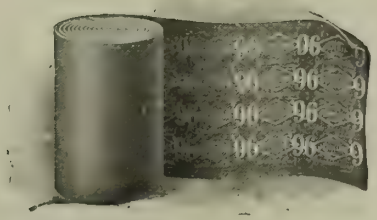
STRONG TRADE MARK

ARMSTRONG BROS. TOOL CO.,

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.

IMITATIONS ARE UNSATISFACTORY INFRINGEMENTS ARE UNLAWFUL



Catalogue and discount sheet sent on application.

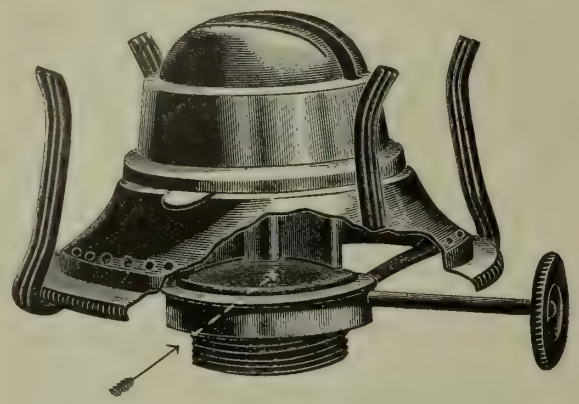
JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.

BANNER LAMP BURNERS

Fully guaranteed



The screw part or base of our burner is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire.

Orders solicited through the jobbing trade.

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The LAST WORD in

Lawn Mowers

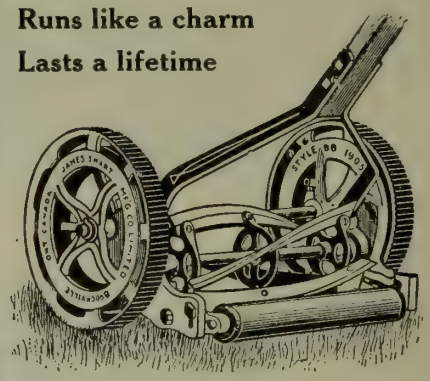
is the

Brockville Style BB with Ball Bearings

Made of the finest material throughout, with perfect workmanship, and beautifully decorated in light blue and aluminum.

Runs like a charm

Lasts a lifetime



THE JAMES SMART MFG. CO., Limited

Brockville, Ont.
or
Winnipeg, Man.

Prompt Shipment
Liberal Freight Arrangements

H&R GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

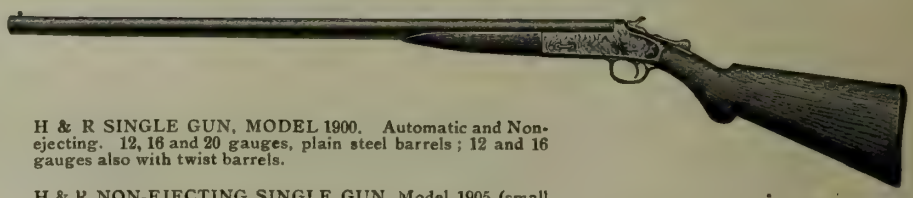
Our catalogue tells about our full line and gives valuable selling points.

WRITE FOR IT.

Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



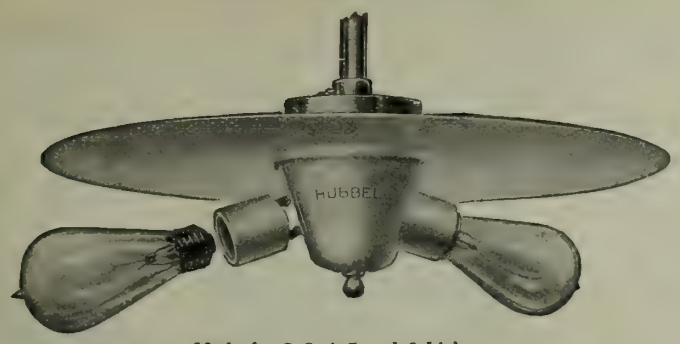
H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

HARRINGTON & RICHARDSON ARMS COMPANY

515 PARK AVE., WORCESTER, MASS., U.S.A.

HUBBELL WIRELESS CLUSTER



Made for 2, 3, 4, 5 and 6 Lights

AVOID TROUBLE!

USE

HUBBELL IMPROVED CLUSTERS

Easy to Install.

No exposed contacts. Nothing to shake loose. Shade can be removed and replaced without disturbing electrical connections.

It Will Pay You to Get Prices

The R. E. T. PRINGLE CO., Limited

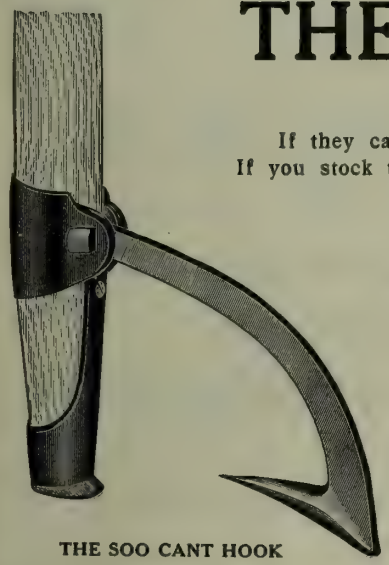
Montreal, Que. Winnipeg, Man.

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

THE PRACTICAL LOGGERS

DEMAND GOOD TOOLS

If they can't get the best from the hardware dealers they have their blacksmiths make them. If you stock the



THE SOO CANT HOOK

Soo Line Logging Tools

they will sell readily to the up-to-date loggers — those who know and will appreciate good tools.

AXE HANDLE HOOKAROON

For handling Pulp Wood, Cedar Posts, Ties, etc. Made with steel point pick.

BARK SPUD

Best tool made for peeling Bark. Blade of tool steel. Hard maple Handle.

MADE BY

The CANADIAN LOGGING TOOL CO., Sault Ste. Marie, Ontario

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

Note vertical motion.

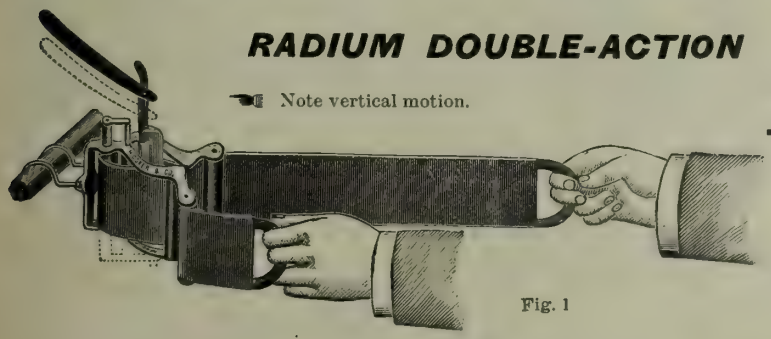


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

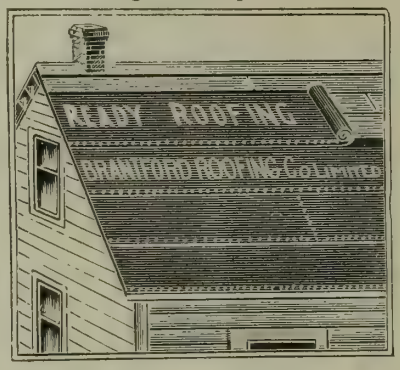
"Brantford" "Roofing"

Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt, completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sells on sight. Samples free. Our prices are right.

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.

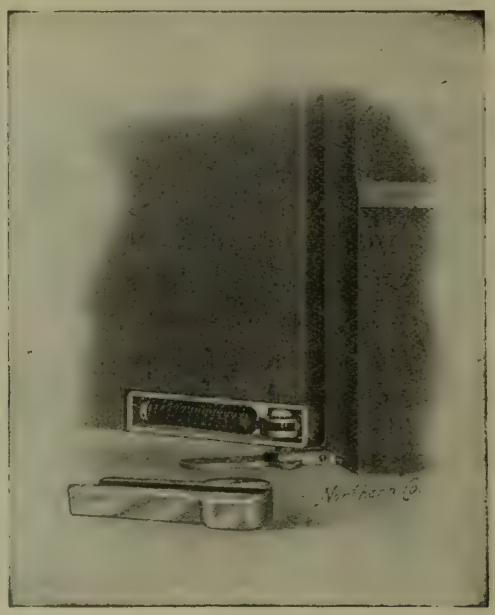


Brantford Roofing Co. Limited

Brantford, Canada

Montreal Agent; Chas. A. Sullivan.
Winnipeg Agents; General Supply Co., of Canada, Limited.
British Columbia Agents; Fleck Bros., Limited, Vancouver, B.C.

All Steel



"Champion" Double Acting Spring Door Hinge

Secures to the lower corner of the door with floor plate on the surface of the floor to swing the door both ways.

MATERIAL, WORKMANSHIP, SUCCESSFUL OPERATION AND SATISFACTION GUARANTEED.

With first order for one dozen sets "Champion" Double Acting Spring Door Hinges we will send free a full size hinge, Antique Copper finish, for door 1⅛ to 1½ inches, mounted on a neat working model.

Patents allowed
Other Patents Pending.

For Catalogue, prices, etc., Write

The Standard Mfg. Co.

SHELBY, OHIO., U.S A.

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

QUALITY BOOMS our BUSINESS
ACORN QUALITY TRADE MARK

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B.
J. A. Bernard, QUEBEC
Cla e & Brockest, WINNIPEG
Ellis & Grogan, CALGARY
Wm. N. O'Neill & Co., VANCOUVER

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO. LIMITED

GALT, - ONTARIO

Western Distributing Agents—
DUNN BROS., of Winnipeg, Man., and Regina, Sask.

Pflueger's Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

CONGO NEVER LEAK ROOFING

Illustration Shows Congo on Roof of L. S. White Foundry, Endicott, N. Y.

"A Congo Roof" is the answer to all roofing difficulties. No leaks, no worry, simply solid satisfaction.

Congo is unaffected by climatic or weather changes. Once laid in place it can be relied upon to give ***real*** protection.

Congo is a vast improvement over the old style roofings of tin, slate, shingle and asphalt.

Congo is easily laid. A hammer, a knife and a ladder are all you require. Cement, nails and caps are furnished free with every roll.

Before ordering your new roofing, send for free booklet and sample of Congo. Once you see how tough, pliable and waterproof it is, you will order no other kind.

UNITED ROOFING & MFG. CO., Philadelphia, Pa.

SUCCESSORS TO BUCHANAN FOSTER CO.

H. S. HOWLAND, SONS & CO., Toronto — STARKE-SEYBOLD, Let'd., Montreal
MECHANICS SUPPLY CO., Quebec — S. HAYWARD CO., St. John
GEO. E. SMITH CO., Halifax

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

IMPROVED CARPENTER'S TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

DISSTON SAWS

are the **STANDARD** by which the merits of all others are **JUDGED**

A SAW to be superior in every respect must be made of High-Grade Steel of a particular texture, with a special temper to render the blade tough and elastic, permitting the bending of points of teeth in the operation of setting, at the same time be sufficiently hard to maintain the set and admit of a cutting-edge that can readily be sharpened but not easily dulled. The blade must be ground an even thickness on tooth-edge, properly tapered for clearance, and the teeth should be of such shape as to enter into and CUT—not tear—the wood.

These are the principles on which the DISSTON SAWS are built ! !

With over fifty-three years' experience making steel in our own works, producing a material peculiarly adapted for manufacturing saws, having the most skilled workmen ; the use of special machinery of our own invention, and with sixty-eight years' experience in the manufacturing of saws, during which time no efforts or expense have been spared to achieve and maintain the HIGHEST STANDARD of QUALITY and DESIGN, and we feel justified in claiming for Material, Workmanship, Utility and Durability DISSTON SAWS are UNEQUALLED.

HENRY DISSTON & SONS, Inc., Keystone Saw, Tool, Steel and File Works **Philadelphia, U.S.A.**

CANADIAN WORKS : 112 Adelaide St. East, TORONTO, CAN.

WALK LAID ROPE

Is the most serviceable, as it stands the greatest breaking strain.

The preference for Walk Laid Cordage over Machine Make is again emphasized by the United States Government awarding a large tender for same.

The only Rope Walks in Canada belong to

CONSUMERS CORDAGE COMPANY LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of ROPE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.

MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

BOLTS, NUTS, WASHERS, RAILWAY SPIKES, SHIP SPIKES AND FORGINGS IN IRON AND STEEL. COMMON CARRIAGE AXLES.

Toronto Branch, 126 Wellington St. W.

We are the largest manufacturers of these goods in Eastern Canada. Prompt quotations on receipt of enquiries. Quality guaranteed.

STARR MFG. CO., Limited

Dartmouth, N.S.

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

We have in stock and can ship promptly all sizes of

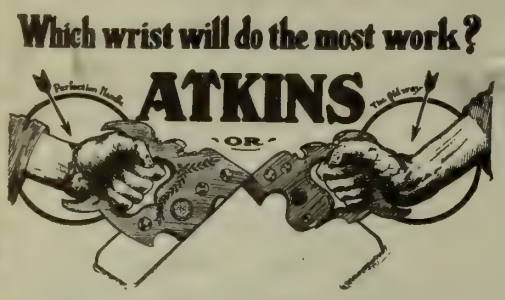
WIRE NAILS

You may also be wanting some

OILED and ANNEALED WIRE

We have it in all gauges

QUALITY THE BEST ***PRICES RIGHT*** ***PROMPT SHIPMENTS***



Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.

Home Office and Factory: INDIANAPOLIS, IND.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our **"SHIELD BRAND READY ROOFING"** will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and prices to-day.

When a Man or Woman asks for the BEST CHURN

give him the "Favorite," and you do give him the best. It's the easiest to handle—Patent foot and lever drive, so that the churn may be operated by hand, by foot or both.

8 sizes to churn from 1-2 to 30 gallons of cream.

You are sure to please your customers with the "FAVORITE" and we make it worth your while to handle them. More of the "FAVORITE" Churns are sold in Canada than any other and the reputation of the "FAVORITE" makes it an easy seller for the dealer.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

The present time is a time of doubtfulness. Some people state that times are hard. Others that times couldn't be better. Therefore the doubtfulness. **But why be doubtful?** Handle our goods. There is no doubt as to their selling capacity, consumers say "without doubt they are the best ever."

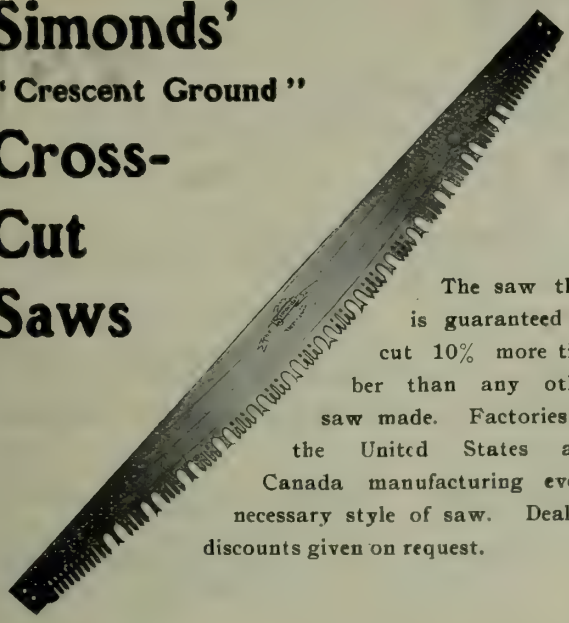
A few of our lines:—**Washing Machines, Trucks, Wheelbarrows, Drag Scrapers, Forges, Blowers, Drills and Blacksmith Machine Tools, etc.**

The LONDON FOUNDRY CO., Ltd., London, Can.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Toronto, Ont. St. John, N.B.

MACFARLANE'S CASTINGS

CONSERVATORIES
PORCHES
SHELTERS, VERANDAHS
FOUNTAINS, BANDSTANDS
CLOCK TOWERS
ORNAMENTAL ROOFING
WINTER GARDENS
STABLE FITTINGS
ELECTRIC LIGHT PILLARS
BRACKETS & WIREWAYS
DRAIN & SOIL PIPES

THIS STATUE OF ART IS ONE OF FOUR LIFE-SIZE FIGURES ON THE FOUNTAIN PRESENTED BY US TO THE WEST END PARK, GLASGOW.

WALTER MACFARLANE & CO.,
SARACEN FOUNDRY, GLASGOW.

AGENTS:
W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
J. R. BAXTER & CO., 102 St. Antoine St., Montreal.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthies part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WOODSIDE BOARDING HOUSE

(Corner of Main and Lamaha Streets, Georgetown, Demerara.)

Cool and airy Bedrooms Excellent Cuisine, Attendance Qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manager E Cottam.

WINTER RESORT—Queen's Park Hotel

PORT OF SPAIN, TRINIDAD, B.W.I.

John McEwen, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. James K. Paisley, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

SWASTIKA

LONG LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

SEYMOUR SHEARS

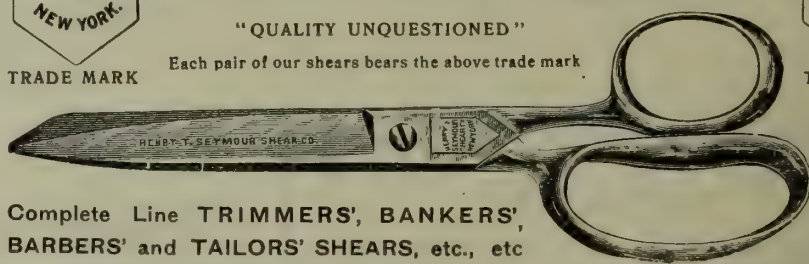
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

A Photograph of a Bartlett

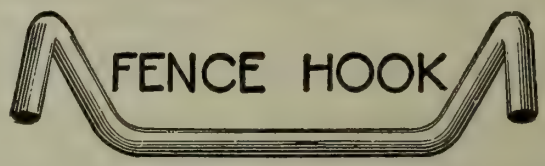
AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

GILBERTSON'S COMET

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales

ALEX. GIBB 13 St. John St., Montreal, Agent

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.

MONTREAL

AND WE WILL GET THE MONEY FOR YOU.

Letters

J.E.R&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

$ $ $ $ $ $ $ $ $ $

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had. $2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
American Shearer Co 11
Armstrong Bros. Tool Co 63, 11
Atkins, E. C., & Co 70
Atlas Mfg. Co 11

B

Baglan Bay Tin Plate Co 73
Banwell Hoxie Wire Fence Co 15
Barrett, W. L. 10
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 72
Barton Netting Co 10
Beardwood Agency 73
Belleville Hardware Co 23
Boker, H. & Co. outside front cover, 65
Bowser, S. F., & Co., Limited 53
Brandram-Henderson, Limited 52
Brantford Screw Co 76
Brantford Roofing Co. 66
Buffalo Mfg. Co 62

C

Cameron & Campbell 57
Canada Cycle & Motor Co 21, 23
Canada Foundry Co 12
Canada Paint Co 54
Canada Wire Goods Mfg. Co 12
Canadian Bronze Powder Works 55
Canadian Cutlery Co 18
Canadian Fairbanks Co 22
Canadian Hart Wheels Co 21
Canadian Heating & Ventilating Co 25
Caverhill, Learmont & Co 7
Canadian Logging Tool Co 65
Cavers Bros 21
Chicago Spring Butt Co 1
Clare Bros 25
Clauss Shear Co 59
Collins Mfg. Co 11
Consumers' Cordage Co 68
Covert Mfg. Co 75
Crescent Wire & Iron Works 11

D

Davey & Co 11
Davidson, Thos., Mfg. Co 10
Diamond Calk and Horseshoe Co 37
Dieckmann, Ferdinand 45
Directory of Manufacturers 11
Disston, Henry, & Son 68
Dominion Cartridge Co 28
Dominion Wire Mfg. Co 69
Dominion Hammock Co 20
Dorken Bros. ..... outside front cover
Dowswell Mfg. Co 1
Drummond-McCall 73

E

Enterprise Mfg. Co 67
Erie Specialty Co ..... inside back cover

F

Fabien, C. P 13
Ford Auger Bit Co 12
Forsyth Mfg. Co 20
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co 67
Gibb, Alexander 73
Gillette Safety Razor Co 9
Gilbertson, W., & Co 72
Greening, B., Wire Co 19
Gutta Percha & Rubber Mfg. Co ..... outside back cover
Gurney Foundry Co 26

H

Hamilton Bridge Co 18
Hanover Portland Cement Co 11
Harrington & Richardson 64
Harris, J. W., Co 14
Heinisch, R., Sons Co 67
Hobbs Mfg. Co 22
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 12
Hyde, F. & Co 72

I

Imperial Varnish and Color Co 51
Independent Cordage Co 18

J

James & Reid 11
Jardine, A. B. & Co 73
Jenkins Bros. Tool Co 63
Johnson's, Iver, Arms and Cycle Works 49

K

Kemp Mfg. Co 23
Kerr Engine Co ..... inside back cover

L

Lamplough, F. W. 23
Leslie, A. C., & Co 49
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 70
London Foundry Co 70
London Rolling Mill Co 17
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

Mc

McArthur, Alex., & Co 58
McCaskill, Dougall & Co 51
McDougall, R., Co 14
McFarlane, Walter 71
McGlashan-Clarke Co., Ltd 18
McGregor-Banwell Fence Co 17
McKinnon Dash & Metal Works 16

M

Mace, A. H 12
Manufacturers List Co 11
Maple City Mfg. Co 14
Maxwell, David & Sons 70
Martin-Senour Co 53
Metallic Roofing Co 47
Metal Shingle and Siding Co 67
Montreal Rolling Mills Co 53
Moore, Benjamin, & Co 57
Morrison, James, Brass Mfg. Co 27
Munderloh & Co 61

N

National Hardware Co 62
Nelson, H. W., & Co 23
Newman, W., & Sons 11
Nicholson File Co 75
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 73
Novelty Mfg. Co 13

O

Oakey, John, & Sons 73
Oneida Community 15
Ontario Lantern & Lamp Co 64
Ontario Tack Co 49
Ontario Wind Engine and Pump Co 11
Orford Copper Co 73
Oshawa Steam & Gas Fittings Co 12
Otterville Mfg. Co 12
Owen Sound Wire Fence Co 14

P

Palmer, J. E., Co 20
Parker Wire Goods Co 11
Parmenter & Bullock Co 11
Paterson Mfg. Co 60
Penberthy Injector Co 21
Pearson, Geo D. & Co 11
Pease Foundry Co 45
Pelton, Godfrey S 55
Peterborough Canoe Co 37
Peterborough Lock Co 18
Peterborough Shovel and Tool Co 35
Pink, Thos 2
Plymouth Cordage Co 18
Pringle, R. E. T 65

Q

Queen City Oil Co 57
Quibell Bros 62

R

Ramsay, A., & Son Co 55
Rapid Tool Co 56
Richardson, J. E 73
Robertson, James Co 72
Ross Rifle Co 80

S

Salyerds, E. B 13
Samuel, M. & L., Benjamin, & Co 2
Sanderson Harold Co 55
Seymour, Henry T., Shear Co 72
Sharratt & Newth 51
Sherwin-Williams Co 47
Simonds Mfg. Co 69
Simonds Canada Saw Co 71
Smart, Jas, Mfg. Co 64
Stairs, Son & Morrow 75
Standard Mfg. Co 66
Standard Paint and Varnish Works 56
Stanley Rule & Level Co 67
Starr Mfg. Co 69
Steel Trough & Machine Co 11
Still, J. H., Mfg 56

T

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S. H., Co ..... outside back cover
Time Saving Coupler Co 56
Toronto Plate Glass Importing Co 10

U

United Roofing and Mfg. Co 67
United States Steel Products Co 27

W

Want Ads 43
Walter, E. F., & Co 9
Western Wire & Nail Co 72
White Lead Association 59
White Mop Wringer Co ..... inside back cover
Whitman & Barnes 16
Wilkinson, Heywood & Clark 53
Wood-Vallance & Co 3
Wright, E. T., & Co 17

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd., Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Acme Can Works, Montreal.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co. Montreal
McClary's, London Ont.
Kemp Mfg. Co., Toronto

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co, Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman Ltd, Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co, London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd, Montreal
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co. Toronto
Gillette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co, Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London Eng.
McClashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto

Window and Sidewalk Prism.
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope Cow Ties Fencing Tools, etc
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co. Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers
McArthur, Alex., & Co, Montreal.
Stairs Son & Morrow, Halifax, N.S

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
Imperial Cotton Duck
Scotia Ready Mixed Paints

GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

"Seeing is Believing"

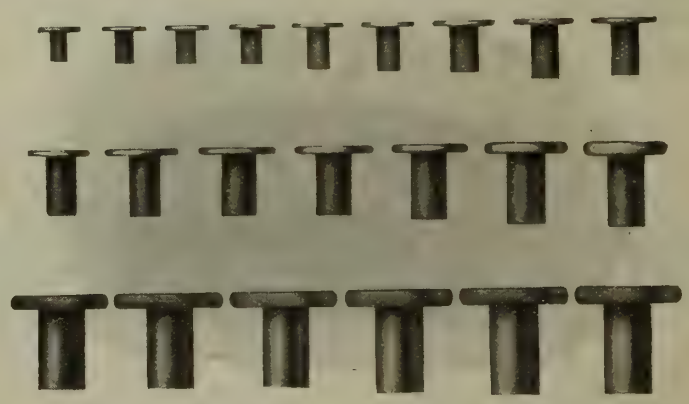
¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC



Tinners' Rivets, Hame Rivets, Belt Rivets and Burrs are a few of our lines. We also make Round, Cone and Pan Head Rivets for boiler and structural work. Let us quote you.

BRANTFORD SCREW CO., LIMITED

BRANTFORD

BAINES & PECKOVER
Toronto

DELORME BROS.
Montreal

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

WHITE PERFECTION PATENT MOP WRINGER IS THE STANDARD

Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.

Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—[illegible] Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

IN STORE AND ARRIVING BY FIRST STEAMERS:

"F. B. & W." Dry White Lead
" Genuine Red Lead
" Orange Mineral
" Ground Litharge
" Flake Litharge
Reduced Red Lead
"V.M." Zinc Oxides
Nitrate of Lead

We can quote you lowest prices, and shall be pleased to have your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MAY 2, 1908 NO. 18.

POCKET KNIVES

H. BOKER & Co's

IMPROVED

TREE BRAND

TRADE MARK

RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses

"FLEUR DE LIS"

Will suit if anything outside of "Queen's Head" will.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Improved Handle for Mrs. Potts' Sad Irons

PATENT APPLIED FOR

Have you ordered any yet?

If not, ask the opinion of some of your lady customers, then you'll quickly decide. If you are like the man from Missouri, write us and we'll mail you a sample.

It is not a toy but a useful article.

Does away with using a stand.

Is **safe, strong** and **convenient.**

Iron may be put down anywhere.

Sold by all the jobbers.

MANUFACTURED ONLY BY

The Taylor-Forbes Co., Ltd., Guelph, Ontario

Don't Wait for Something to Turn Up. Try a "WANT AD."

Galvanized Sheets
Black Sheets

Our trade in Galvanized Sheets, Black Sheets and Iron generally is steadily increasing. We carry big stocks and wide ranges of sizes and gauges. Orders for spring delivery should no longer be delayed in order that shipment may be made with the opening of navigation or the inauguration of summer rates.

Ask our travellers for prices.
Write our warehouses.

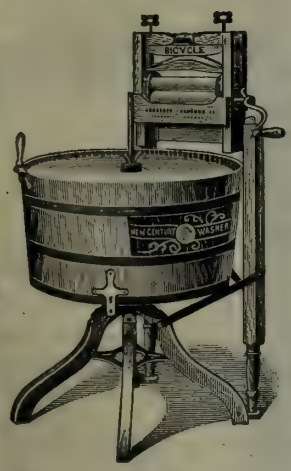
Large stocks of American Bessemer Blue and Box Annealed Sheets; Apollo Galvanized; Boiler Plates; Tank Plates; Boiler Heads; Boiler Tubes; Black and Galvanized Pipe; Merchants' Bar Iron; Swedes Iron; Low Moor and Horse Shoe Iron. Machinery Steel, ¼ to 8 inches in round; ¼ to 4 inches in square.

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

Something You Ought to Be Selling



The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.
Hamilton, Ont.

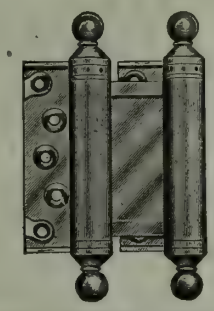
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

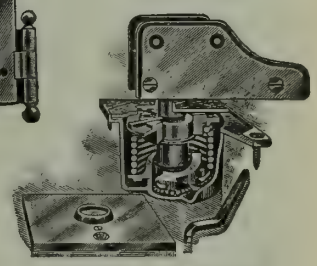
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

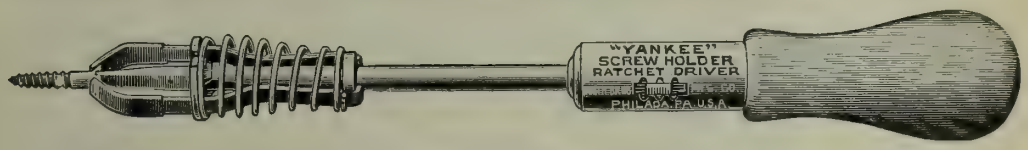
CHICAGO NEW YORK

CATALOGUES ON REQUEST

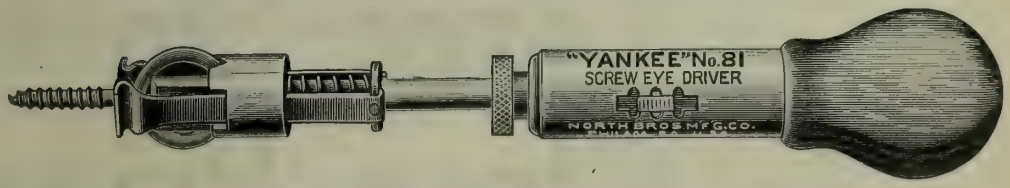
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

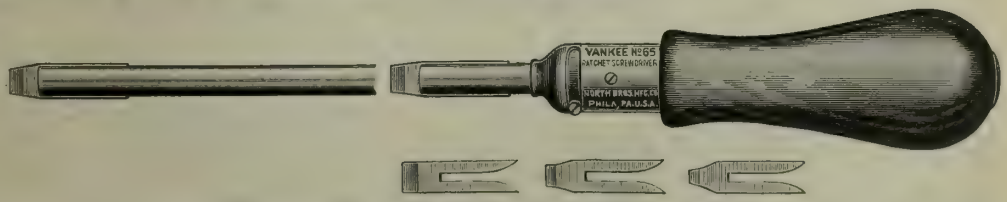
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

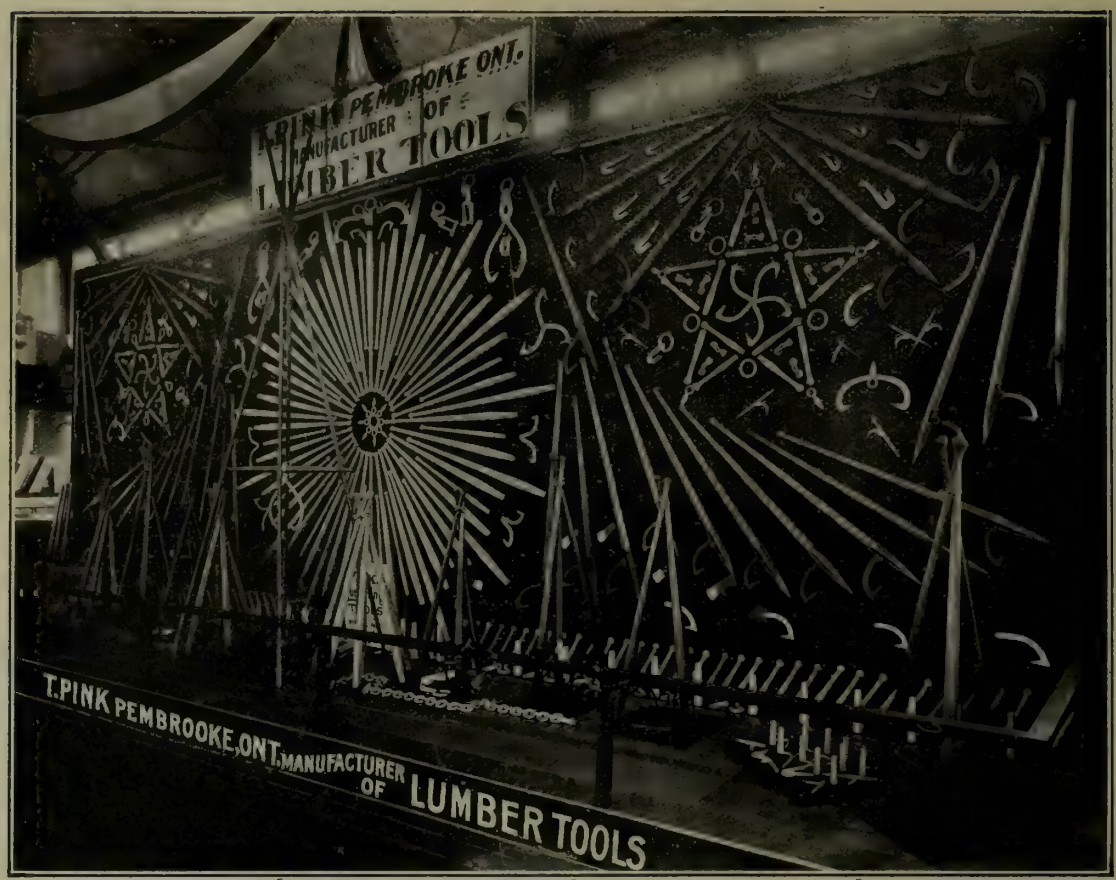


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Tinned Sheets

Large Stocks
Close Prices

M. & L. Samuel, Benjamin & Co.

Toronto, Ontario **London, England**

MAIL ORDERS

During the months of May and June we receive more orders by mail than in any other four months in the year. We appreciate the fact that when customers write in for goods that they want them in a hurry, and **WE Ship the Day that the Order is Received.**

OUR MAIL order department is looked after by competent people and we have received a great many letters from customers who were greatly pleased with our shipments

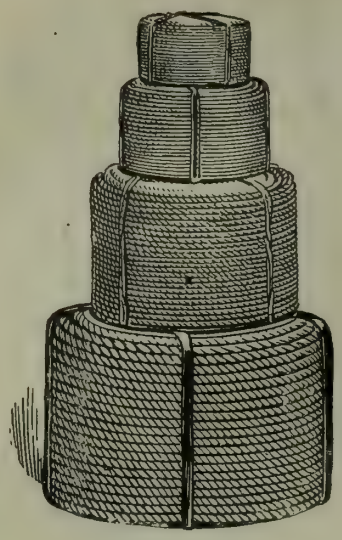
If you are not a regular customer we invite you to become one, and we would ask you to send us a Sample Order.

We have travelling salesmen in every Province in the Dominion, and a post card will bring one of our representatives in a few days.

LEWIS BROS., LIMITED

Address All Correspondence to **MONTREAL**

OTTAWA TORONTO CALGARY VANCOUVER



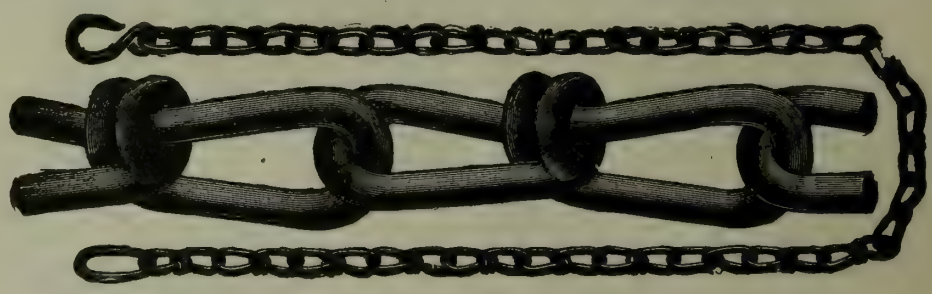
ROPE

PURE MANILA,
BRITISH MANILA,
COTTON, PLOW LINE,
SISAL, FLAX, SASH CORD

CHAIN

Proof Coil Chain, 3-16 to 1¼ inch.
Lord Ward's Crane Chain, ¼ to 1 inch.
Lord Ward's Loading Chain.

GRAB HOOKS **SLIDING HOOKS**



TRACE CHAINS

Brown's or English Pattern, 3½, 5, and 7 foot.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO.,
Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED,
Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED,
Nelson, B.C.

TORONTO OFFICE,
94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

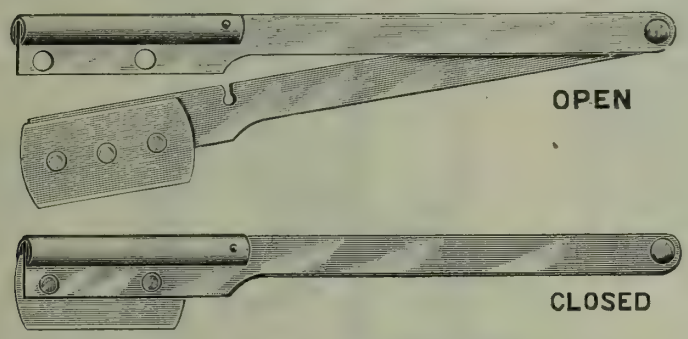
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

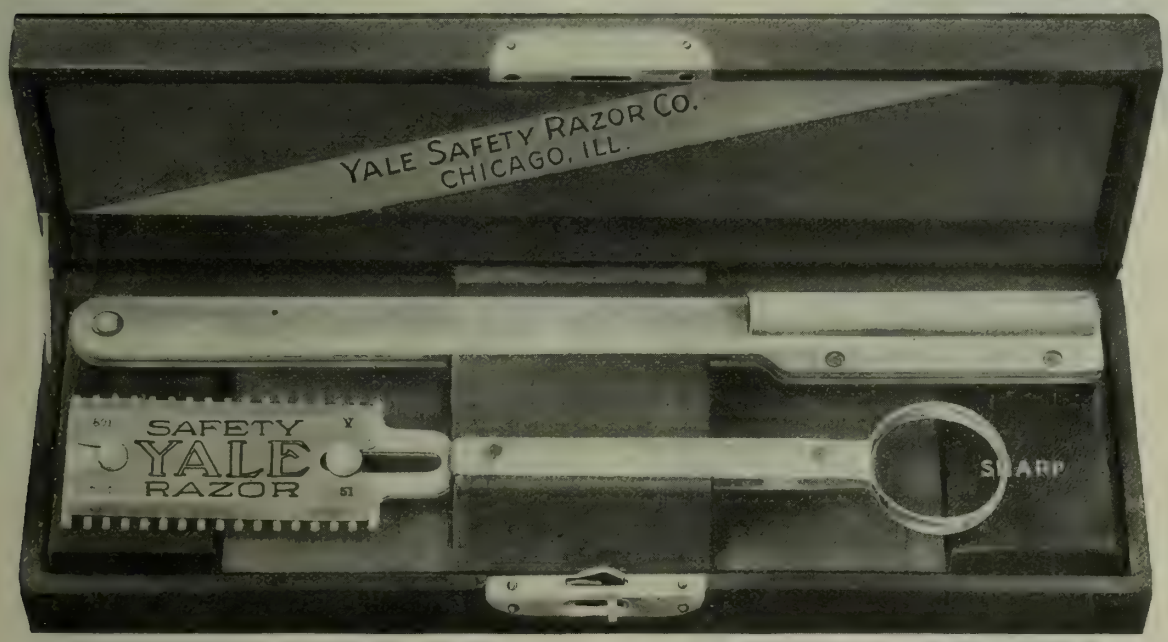
STROPPER FOR GILLETTE RAZOR BLADES



"Vim Stropper," Nickel Plated, for Stropping Gillette Razor Blades.

You don't need to throw away Gillette's Razor Blades after using. The Vim Stropper keeps them in perfect condition and makes them last indefinitely.

YALE SAFETY RAZOR AND STROPPER



The new one - the best one, a safety razor that is correct in principle—one that shaves with the ***Freehand Shaving Stroke.*** ***Yale Safety Razor Set*** comprises a Yale Safety Razor, a Yale Patent Stropper, and a set of three keen, double-edged Yale Blades, all conveniently packed in a handsome, velvet lined case. The Yale Safety Razor has but two parts, a handsome triple silver plated holder, and a keen, finely tempered, rigid, double edged blade. It is adjusted in a second and quickly cleaned. The simplest, cleanest, most convenient and economical safety razor ever invented. You don't need to throw Yale Blades away after use. The Yale Patent Stropper keeps them in perfect condition and makes them last indefinitely. ***The Freehand Shaving Stroke*** of the "Yale" gives a delightful, clean, smooth, velvety shave. The "Yale" does not require repeated scraping of the same spot, or cause smarting, burning, irritation and soreness of the skin. Every stroke cuts the beard clean and smooth.

Write for a sample and you will see for yourself that the Freehand Shaving Stroke produced by the use of a ***Yale Razor*** is the correct principle to obtain an easy and comfortable shave.

H. S. HOWLAND, SONS & CO. Ltd., Selling Agents for Canada.

For other makes of Razors and Strops see our Cutlery Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

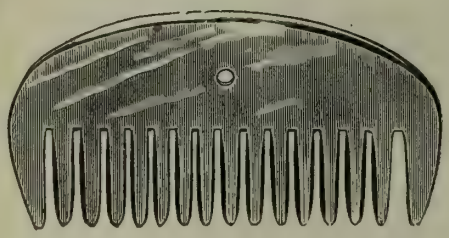
We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices are Right

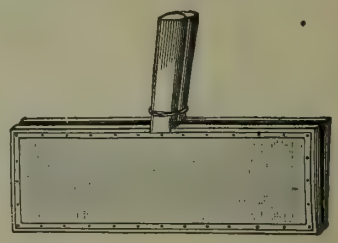
STABLE REQUISITES

Driving Whip, length of stock 4½ feet, bow top 4½ feet.



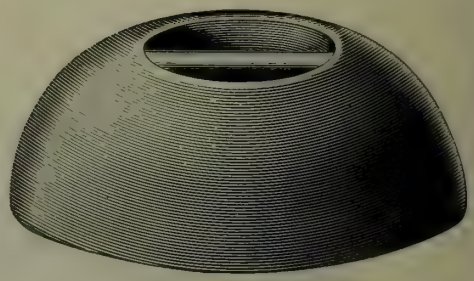
Horn Mane Comb

No. 3
Russet Leather Halter



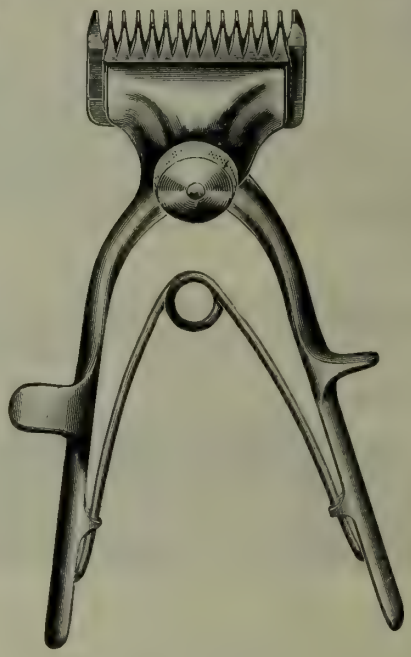
Horse Card
Size 8¼ in. x 3½ in.

Eclipse Curry Comb



Horse Tie Weights
Weigh 18 and 20 lbs.

Japanned Singeing Lamp



No. 71
Fetlock Clipper

Lane Steel Carriage Jack

Bull Hide Wagon Whip, length of stock 3 feet, lash 3½ feet.
See our General Catalogue for many other styles of these goods. For Prices, write us direct or ask our travellers to quote.

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

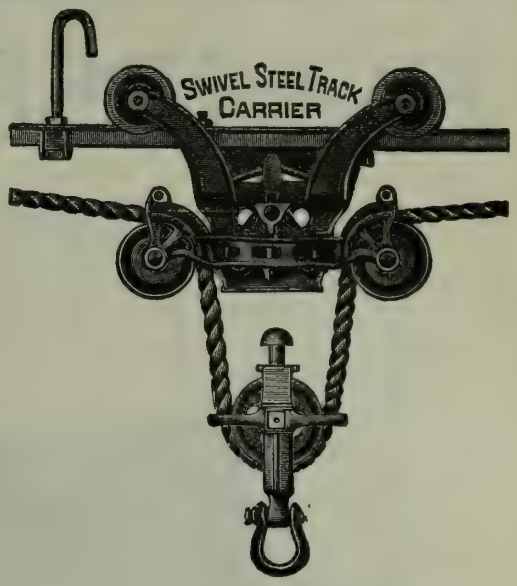
F.&W.

Swivel Rope Hitch

No. 254—Swivel Rope Hitch malleable iron, per dozen $2.00

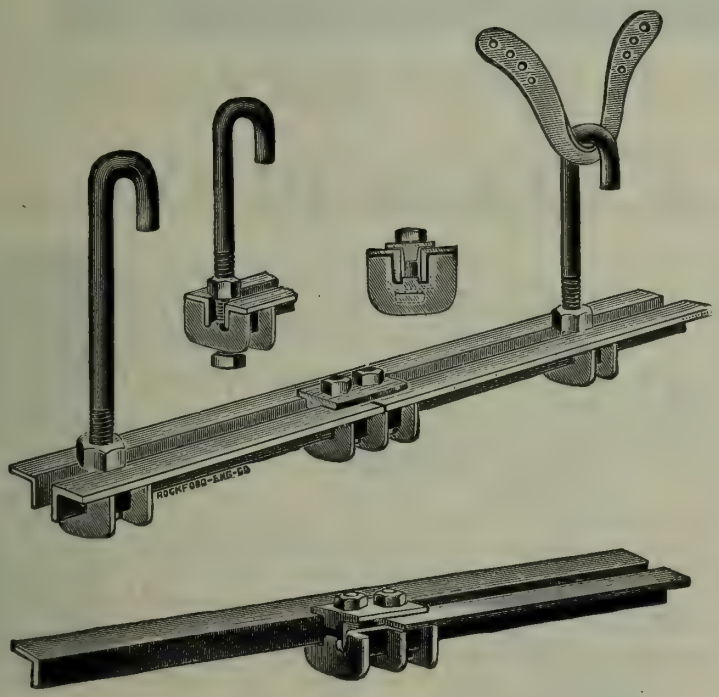
No. 226—Self-locking Sling Pulley, each $2.00

No. 1—Hay slings with 4 foot spreaders, each ...$1.90



No. 7 Carrier

No. 7—Janesville Steel Track Carrier. Reversible, made entirely of malleable iron. Large track wheels with large turned pins. Weight each 30 lb. Each $3 50



Patent steel track used with No. 7 Janesville Hay Carrier. This track is easy to put up, requires no cutting or drilling, and is the strongest and simplest in use, in 6 and 12 ft. lengths. Per foot..... .06

Steel Frame Knot-Passing

No. 243—Common steel frame pulley, maple sheave, per dozen $2.00

No. 244—Knot passing pulley as illustrated, per dozen $2.60

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street, QUEBEC. FRASERVILLE.

ECLIPSE ROOFING

SAW MILL COVERED WITH ECLIPSE ROOFING

MAKES A GOOD ROOF

ECLIPSE ROOFING is sold by dealers generally, and is backed by an experience of nearly forty years in the manufacture of Roofing.

EXPERIENCE COUNTS. Eclipse has the benefit of this long experience, being made from start to finish in one mill.

QUALITY OUR STANDARD

HOW MADE. The foundation or base of Eclipse Roofing consists of a Wool Felt especially made for this purpose. After thorough testing it is treated with a special mineral-caoutchouc compound having a high melting point—220° Fahrenheit, and is coated by a hot process with a special powdered asbestic lubricant. It contains no coal tar and imparts no taste or odor to water. Steam, acids, gases, or condensation do not change it. Remains unaffected by the water for years.

PUT UP IN ROLLS WITH DEALER'S NAME ONLY

Send for Samples

The Canadian Fairbanks Co., Ltd.

MONTREAL

TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER

WE MANUFACTURE

SOLDER AND BABBITT

LEAD PIPE, TRAPS AND BENDS

Also Headquarters For

INGOT

METALS

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER AND ALUMINUM.

THE CANADA METAL CO., LIMITED

TORONTO

Davidson's "Crown" Dinner Pail

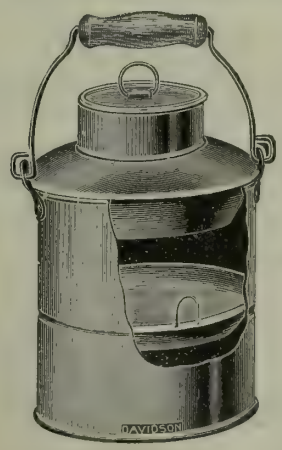
ROUND—WITH CUP, TEA FLASK AND PIE TRAY

"Holds a Real Comfortable Dinner"

Has Room for 4 cups of tea in flask.

A Convenient Feature is that the cup hole in the tea reservoir is made extra large, so that the hand can be easily inserted for thorough cleaning—and there are no sharp edges to damage the fingers while doing so.

Owing to the General Lay-out of the pail, it has a greater capacity for food and liquids than many others of much larger dimensions.



Number 300

3 Quart—List Price, per Doz., $3.60

The Tea Flask being on the top (instead of, as usual, at the bottom), does not affect the other food by making it soggy and unpalatable from the steam arising from the hot beverage.

The Pie Tray is held in position by swedge and holds its contents secure and entirely separate from any other portion of the dinner.

It's a Leader in Round Dinner Pails

Our Travellers Have Samples and They Are Selling Fast

THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL and WINNIPEG

AGENTS WANTED IMMEDIATELY

For the new

"BUSTER BROWN"

line of first-class Canadian made Children's Express Wagons also suitable for light carting and other purposes.

NOTE THE FOLLOWING FEATURES:

1. Strongly made from selected stock.
2. Tight Springboard Bottom 14¼ in. x 36 in.
3. Removable skeleton Express Box.
4. 1⅛ in. x 2¾ in. first-class Hard Maple Axles.
5. Extra heavy 8 inch wheels with special pattern Iron Hubs; ⅝ in. Spokes; ½ in. x ¾ in. Rims bent in one piece; ⅛ in. x ¾ in. tires.
6. Oil Chambers in Hubs help to retain oil or grease and keep wheels cleaner. Require less attention.
7. Heavy Perfect Steering Mechanism. Note special pole connection: no wear on the wood.
8. Iron Braces on front and rear axles.
9. Equipped with Brake.
10. Attractively finished. Box and gearing in light brown with red and green trimming; wheels red.

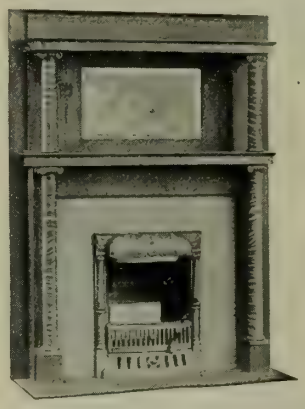
This is really a first-class article, made to last, and finds ready sale throughout the Dominion. The durable article is becoming more popular every day and extensive sales have been made in many places with a good margin of profit.

Packed 1-3 dozen in crate, K.D. Weight, 25 lbs., each. Prices and terms on application to

The Woodstock Wagon and Manufacturing Co. Ltd.,

WOODSTOCK, ONT.

Watch for special announcements in succeeding issues.



Mantels and Grates

TILES, FIRE-PLACE FURNISHINGS, MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.

BARRETT'S STANDARD GLASS CUTTERS

Sold by All Progressive Hardware Merchants. Send for prices **W. L. BARRETT,** Mfr., Bristol, Conn., U.S.A.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have ooked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

—THE—
CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
THE MANUFACTURERS LIST CO.
Publishers,
P.O. Box 334 Toronto.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

CHECK BOOKS

FIRE ESCAPES.

James & Reid Improved Folding Fire Escape and Roof Ladder.
Reasonable in price and of simple construction. Made of 3/8 round, high-grade steel. Sections and hooks 12 inches long.
Write for further particulars.
JAMES & REID, Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close and or silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.

Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SHIP SIGNAL LAMPS.

Davey's Patent Windproof Ship Signal Lamps
Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

SPRAYERS.

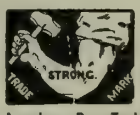
The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin.
Manufactured by
THE COLLINS MFG. CO., - TORONTO

TANKS.

Steel Tanks
All Kinds
Stock Tanks
Steel Cheese Vats, Thresher's Tanks, Water Troughs, Feed Cookers,

Grain Boxes, Coal Chutes, Smokestacks.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

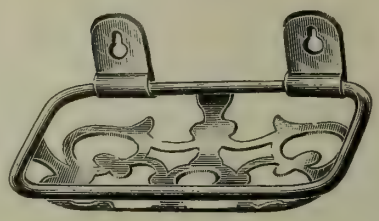
Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office. - 107 Chambers St.

THIS MARK IS A GUARANTEE OF GOOD GOODS

BATH ROOM FIXTURES

That Will Not Rust



The new catalog illustrates a full line of fixtures

THE
KINZINGER MANUFACTURING CO.
Buttrey Avenue, NIAGARA FALLS, ONT.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

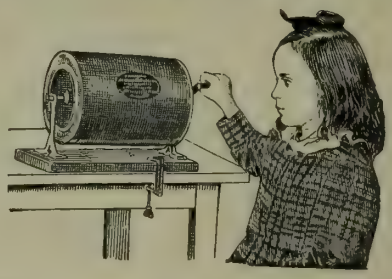
FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS



Twice as quick as any other machine with half the ice.

NO DIRT
NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,
746 Notre Dame St. West, - MONTREAL

"Diamond" Brand Fittings

are always reliable. Being always perfect in material, threading and finish, they have an enviable reputation among steamfitters and plumbers, which means constant profit for the dealer who handles them.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER
MONTREAL TORONTO

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

8-oz. can

We Make It!

The BEST Air Drying Iron Enamel Made. Try a 1-doz. Case from Your Jobber.

Nickel Plate Stove Polish Co.
CHICAGO

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

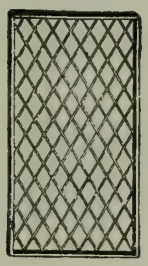
BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D. Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C. Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

TO MANUFACTURERS' AGENTS:

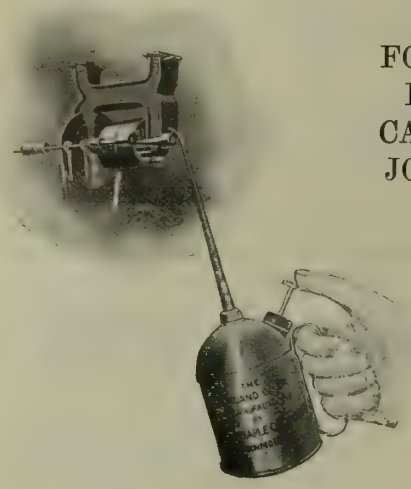
HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
HARDWARE AND METAL
Montreal and Toronto.

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

ARE YOU HANDLING THE BEST WIRE FENCE?

The "Dillon" Hinge-stay field fence is the best because it is the strongest and most durable, as well as having a handsome appearance. The hinge-stay—found only on the Dillon—prevents the strand wires from bending or breaking under a heavy strain.

SEND TO-DAY FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

WALTER MACFARLANE & CO.,

SARACEN FOUNDRY, GLASGOW.

AGENTS

W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
J. R. BAXTER & CO., 102 St. Antoine St., Montreal.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Auto Spray

Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

INCANDESCENT

LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

ADDRESS

ST. ARNAUD FRERES
Cor. St. Sulpice and Commissioners Sts.
Montreal, P.Q.

Persons addressing advertisers will kindly mention this paper.

Why Pay Customs Duty?

When you sell imported goods your profits are reduced by customs duties. The quality of our

EMERY AND CORUNDUM

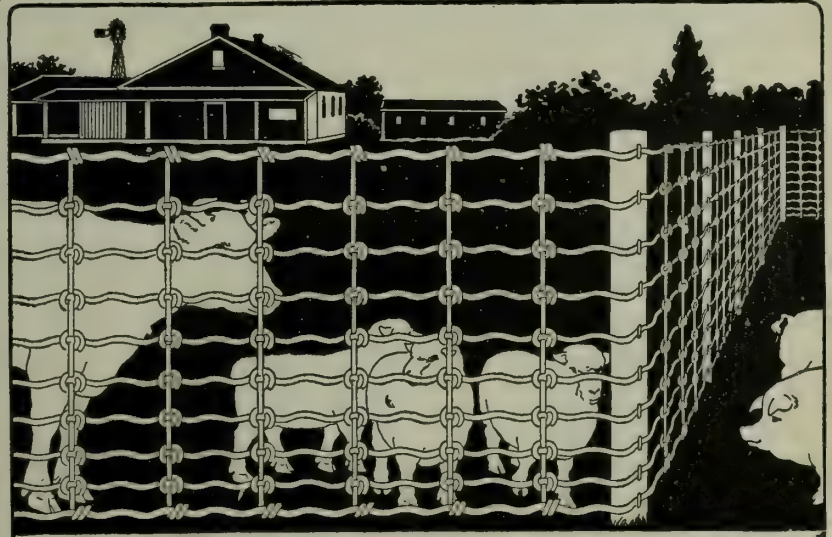
Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones, etc.

is every bit as good as the best imported lines. They are made in Canada. Our prices are lower, too; and you can sell our goods with an assurance of good profits and satisfied customers.

CATALOGUE ON REQUEST

Canadian Hart Wheels, Limited

Hamilton, Canada



THE FENCE THAT'S A FAVORITE

The fence that farmers buy is the fence that it pays dealers to handle. They soon find out the dealers who carry the kind of fencing that best suits their needs. That's why

Peerless Woven Wire Fence

should be carried in stock by all enterprising dealers. It has elastic and resistive qualities peculiar to itself which make it A 1 fence material and a money maker for dealers. Write and ask us and we will tell you why. Terms and prices on application

The Banwell Hoxie Wire Fence Co. Ltd.
Dept. J, Hamilton, Ont.
Winnipeg, Manitoba.

ANNOUNCEMENT

TRADE MARK

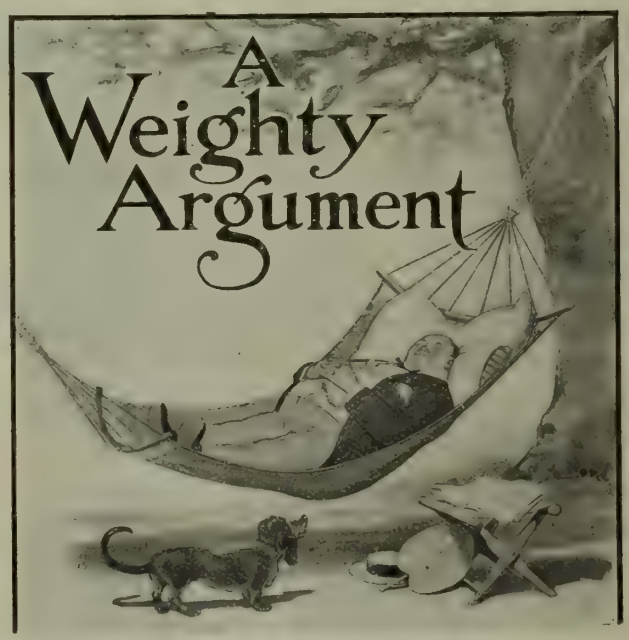
We beg to advise that our recent fire will not prevent us from giving prompt and careful attention to all orders sent us and we trust we may hear from all our customers and friends with their orders and inquiries as usual.

TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office,
ST. CATHARINES, ONT.

HAMMOCK INSURANCE



FOR HAMMOCK CHAINS

Hammock Chains are infinitely stronger than rope. Tested to bear the weight of five heavy men. Most easily adjusted. Will not slip. Made in three sizes: 3 ft., 6 ft. and 9 ft. respectively. Attractively packed, one set to a box. A convenient shelf package. Will appeal to every householder. Be sure you have these chains in stock before the season opens.

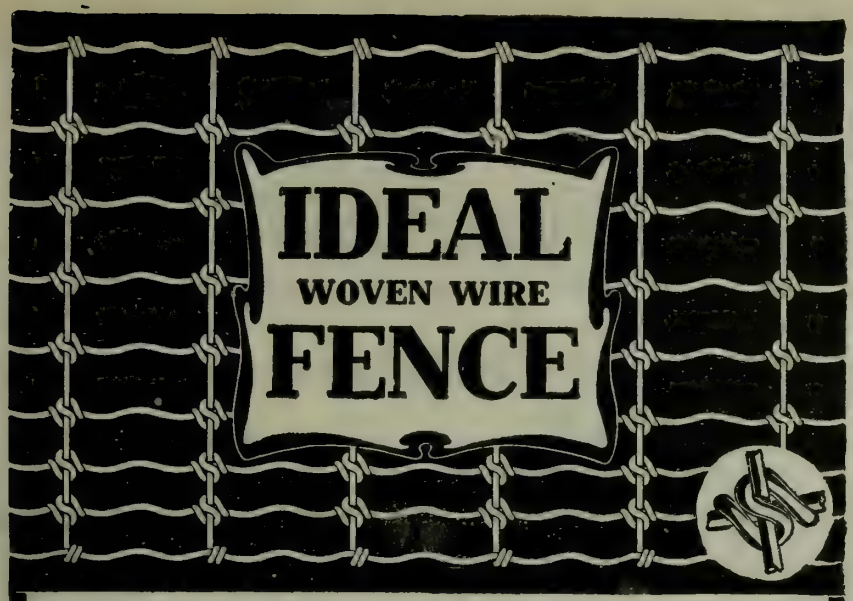
Display hangers furnished free.

ASK YOUR JOBBER

Hammock Chains

make the USE OF ROPE on hammocks

Criminal Negligence

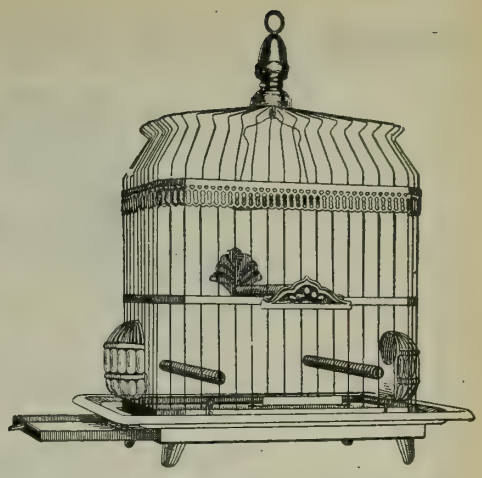


Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
The Ideal Fence Co., Ltd., Dept. O, Winnipeg, Man.



This is one of our New lines of **FANCY JAPANNED CAGES.** Handsomely ornamented and complete with **WRIGHT'S PATENT SEED CUPS,** Swings and Perches Also a complete line of Brass Cages and **BREEDING CAGES.** Send for our Cage Catalogue with prices.

E. T. WRIGHT & CO.
HAMILTON, ONT.

BAR IRON

Let Us Quote Prices

We make the kind of Bar Iron that will meet all the demands which your customer may put upon it. All Bar Iron may LOOK pretty much alike. But there is a DIFFERENCE. Unless it is chemically perfect and properly rolled, Bar Iron is not reliable.

LONDON BAR IRON IS RELIABLE because it IS chemically perfect and properly rolled.

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

A Grip on Your Good-Will

If you will read through one copy of Plumber and Steamfitter of Canada, you will decide that you could not afford to be without it, if the subscription price were $5.00 per year instead of 50c. per year, which is the rate to Hardware and Metal subscribers.

The fact that we hold practically all of our subscribers, shows the strong hold we have on their good will.

Our editors and correspondents are on the look out for every job that is worth describing and illustrating. We show our readers the best work that is being done by Plumbers and Steamfitters in the various provinces of the Dominion; tell them of the difficulties that have been encountered, and explain how they have been overcome.

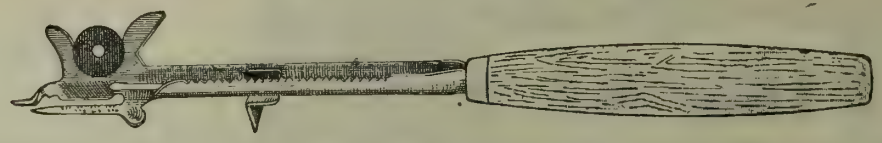
Subscription price 50c. per year to subscribers of Hardware and Metal.

Is not this paper worth one cent per week to you?

Plumber and Steamfitter of Canada

MONTREAL TORONTO WINNIPEG

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

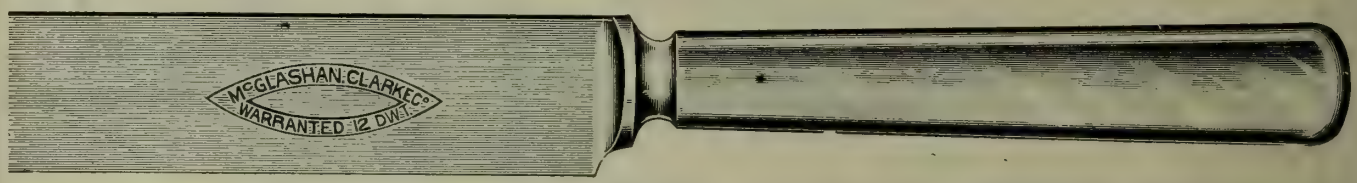
OWNED AND MANUFACTURED BY

THE CANADIAN CUTLERY CO., LIMITED

OFFICE AND WORKS: WESTON, ONT.

Keeping up a Good Appearance

It won't pay you to sell plated ware and cutlery unless the plating of the goods you sell keeps up its good appearance. Our goods are noted for their LASTING qualities.

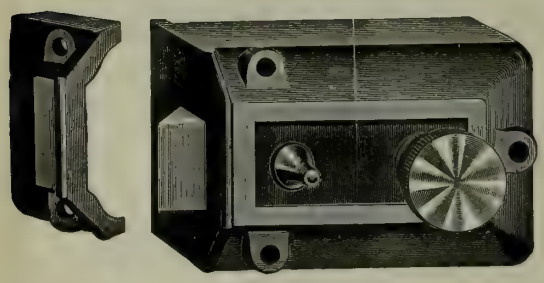


THE McGLASHAN, CLARKE COMPANY, Limited - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que. N. F. CUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

THE REWARD OF EXERTION

is worth having when you exert yourself a little to sell our Structural Steel. Get after the architects and contractors in your locality! They're going to use a lot of Structural Steel soon, and you might as well take their orders. We will help you to get the business by quoting you close prices, and supplying you with any needed information about Structural Steel, and its uses.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

LION

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

TRADE MARK

BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

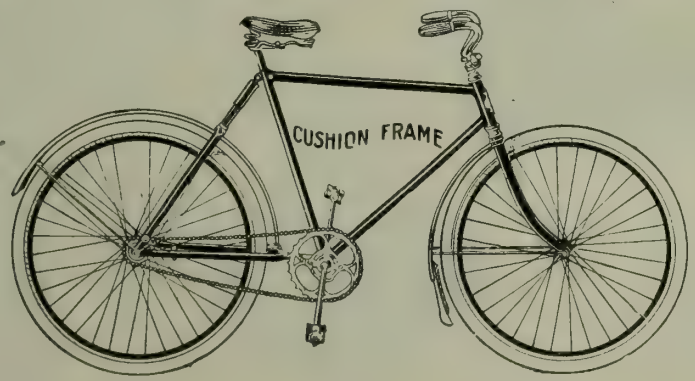
F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

ATTENTION!

We beg to invite your inspection of our 5½ acre plant of six hundred brain power—think of it, six hundred trained workmen a unit in concentrating their mind and muscle into one defined channel, the production of a good, sound and reliable bicycle. Incidentally, Mr. Dealer, these bills of lading may interest and convince you—can you "read between the lines?" China, Japan, Straits Settlements, Australia, New Zealand, Germany, France, India, Bermuda and Old England.



The wheel is a utility—a health-builder—and is coming back to its own. We have just issued a series of catalogues in the interest of Massey Silver Ribbon, Cleveland, Perfect, Brantford, Blue Flyer, Imperial and Rambler Bicycles. Write and ask questions.

Canada Cycle and Motor Company, Limited

Makers of
THE WORLD'S BEST BICYCLES

West Toronto, Canada

EASY MONEY

seldom comes to the bicycle dealer. It is just possible that our Metal Half Chain Guard

has cashed in more easy money for hardwaremen than almost anything else on the market.

Many of these guards will be sold in your town this season. Light, Strong, Dainty, Popular —these four words tell our story. There's a profit story attached. Do you know it ?

Forsyth Manufacturing Co.

BUFFALO, N.Y.

Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

THE NIAGARA LAWN SPRAY

YOU can see at a glance that it fills a long-felt want. It is simple in construction and simply perfect in operation.

Two pieces of heavy brass are used to form the NIAGARA LAWN SPRAY. The upper circle is stamped to give greater strength and to furnish the three different angles to the spray. The three rows of perforations are of very small size, and do not permit the escape of any stream of water that will wash away the dirt or injure any flower bed.

The brass screw for attaching to the hose is machine turned inside and out, gives neatness, great strength and perfect fit on the hose connections. There are no loose or movable parts to get lost or out of order like the whirling sprinklers.

They are regularly finished in dull nickel, but will be furnished in brass if so ordered.

The NIAGARA LAWN SPRAY will last a life time and give the most satisfactory results of any device of the kind ever invented.

RETAIL PRICE, $1.00

Write for terms to the trade.

THE NOVELTY MFG. CO.

(Specialties in Metal Goods)

WATERBURY, CONN., - - U.S.A.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

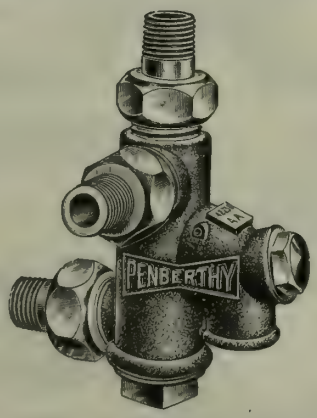
Stocks at
TORONTO
MONTREAL
HALIFAX
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Genuine

PENBERTHY



"They Always Work"

Buy the Good Brand

XL—96 EJECTOR
For Elevating Liquids, such as Water, Milk, Whey, etc.
Specially adapted for
Cheese Factories, Creameries, Breweries, Etc.

Lift 22 to 25 feet.
Elevate 50 to 75 feet.

PLAIN BRASS OILERS
(These Are Good Stock)

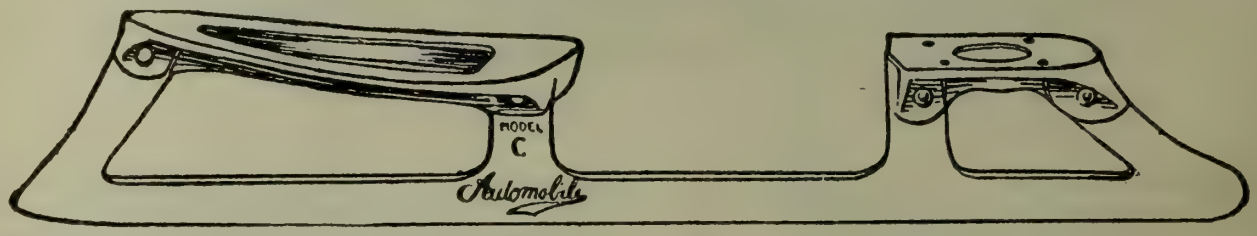
"SATURN"
Plain Crease Cup (A Dandy Seller

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

PROGRESS

¶ For generations, year in and year out, you have bought and sold skates—just plain skates. The material has not changed, the design has varied little, and for the sake of argument, all makes have been alike. It has remained for a firm of initiative and originality to make a skate different from the other fellows. Can you imagine a New Idea skate, a skate with Character?



AUTOMOBILE SKATES and CYCLE SKATES

¶ Consider these peerless and exclusive selling points: Blades of concave tapered nickel steel—we use nickel steel because of the greater tensile strength and toughness; Tops of aluminum alloy; Weight, ounces less than any other hockey or pleasure skate now on the market; Absolute guarantee against breakage; Superb design and finish.

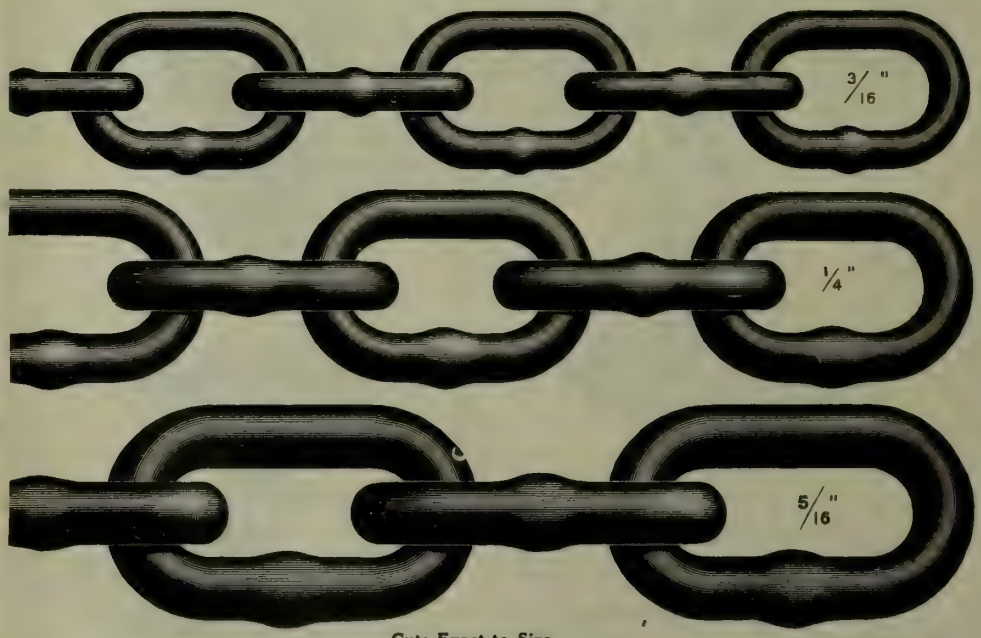
WRITE FOR DESCRIPTIVE LITERATURE AND FULL RANGE OF PRICES

CANADA CYCLE & MOTOR CO., Limited

TORONTO JUNCTION, CANADA

Toronto, Winnipeg, Vancouver, Melbourne

McKINNON Electric Welded Soil Chain



Cuts Exact to Size

Design Patented

Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

McKINNON CHAIN WORKS

ST. CATHARINES ONT.

ESTABLISHED 1840

Nothing will build up a trade like QUALITY

You get it in

"Pansy" Brooms

H. W. NELSON & CO., LTD.

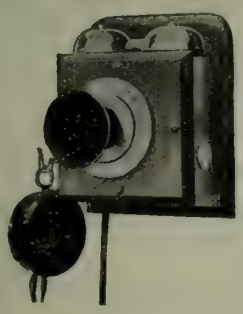
OFFICE AND WAREHOUSE
92 Adelaide Street West

TORONTO

FACTORY
15, 17, 19, 21 Jarvis Street

SEND FOR CATALOGUE

SAMSON JUNIOR



Neat, Compact and Durable.

Hello! Hello!!

ATTENTION IS CALLED TO OUR FULL LINES OF

Telephones and Switchboards

DIFFERENT TYPES TO MEET EVERY REQUIREMENT

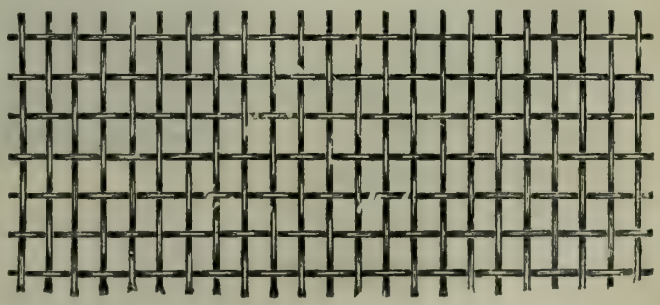
Some telephones satisfy for a day, ours always.
Come to our store and see them in operation.

The R. E. T. PRINGLE CO., Limited, MONTREAL, QUE. WINNIPEG, MAN.

EVERYTHING ELECTRICAL

Wire Cloth for

Sand Screens, Coal Screens, Cinder Sifters, Evaporators, Grain and Seed Cleaning Machinery, Milk Strainers, Galvanized and Regalvanized Cloth, Wire Lathing, Window Protection, Malt Kiln Floors, Woolen Mills, Smoke Stacks, Mining Screens, and for all purposes.



The B. Greening Wire Co., Limited, *HAMILTON, ONT. MONTREAL, QUE.*

GARLAND

STOVES AND RANGES

The Auer Garland

No.	Holes	Size of Oven
9-18	Four 9 inch and Two 8 inch	18 x 18 x 18
8-18	Six 8 "	18 x 18 x 18

We are now prepared to make shipment of this new line of STEEL RANGES. First class in every respect.

Why not send us your

SAMPLE ORDERS.

Price will surprise you, and we guarantee the quality A1.

SEND IT TO-DAY.

Western Agents:

The Tilden, Gurney Co.

WINNIPEG, MAN.

BOWES, JAMIESON & CO.

HAMILTON, ONT.

Your Orders For Refrigerators—Send Them To Us

Galvanized Refrigerators—Japanned

Made of Heavy Galvanized Sheet Iron, with Double Walls. Roomy. Easy Working. Packed One In Box.

"Iceberg" Refrigerators

Made of hardwood.

Has brass locks and hinges.

All working parts subjected to critical tests before leaving factory.

Insulated with cerite paper.

Has cleanable flues and large provision chamber.

MADE IN THREE SIZES.

MADE IN THREE SIZES

"Model" Refrigerators

A moderate priced but sure-serving refrigerator.

Linings made of metal and removable for cleaning.

Has swing base for easy drawing out of drip pan.

Extremely handsome in appearance.

MADE IN FOUR STYLES.

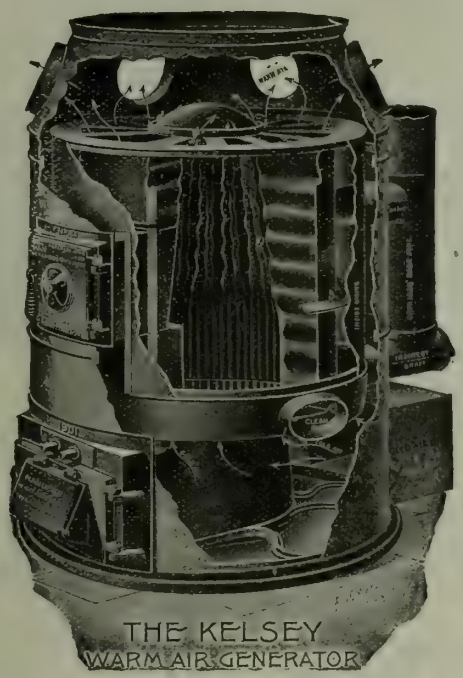
REFRIGERATOR PANS—Galvanized. Diameter 15 inches. Quarts 12.

McCLARY'S

London Toronto Montreal Winnipeg Vancouver St. John, N.B. Hamilton Calgary

A Good Combination For You

If You Want To Make More Money!



No other furnace is like the

KELSEY

Warm Air Generator

It is unique. It stands at the top in a class by itself. It will enable you to eliminate competition; and to get after the very best class of heating business. It is positively unequalled for efficiency, economy and durability. There are

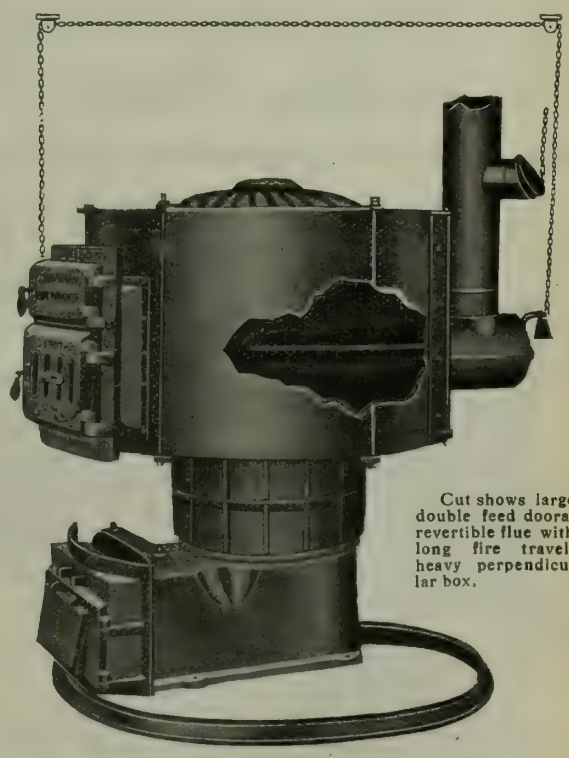
32,000 In Use To-day

Cut shows inside and outside casings, cast iron back pipe, formation of fire pot, combustion chamber, etc. Notice the great amount of radiation for the grate surface!

If you have any demand—or wish to create any demand—for a steel furnace, it'll pay you to look into the merits of the

Canadian Air Warmer

Easily the best furnace of its kind on the market! It burns any kind of fuel with equally satisfactory results. Note carefully the revertible flue and long fire travel! Also the perpendicular fire pot, which prevents ashes from accumulating as they do in a tapering firepot.



Cut shows large double feed doors, revertible flue with long fire travel, heavy perpendicular box.

If you are interested—and you ought to be—Send to-day for our booklets.

The James Smart Mfg. Co., Limited

Brockville, Ont.

Western Branch: **Winnipeg, Man.**

"Sunshine" and Success for You.

This ad. will give us a list of prospects which means we will drive business to "Sunshine" agents

One Cent Brings It

WOULD-YOU-LIKE-TO-READ-THE-STORY OF-THE FURNACE?

Just write on a postcard, "Send Booklet A," and mail to nearest branch. The rest we'll gladly attend to.

—Just how correct principles say it should be constructed?

—Just why no other plan of construction will do?

—Just wherein lies its ability to be easy on fuel, quick in action, simple in operation?

The story is briefly told in a little booklet called "Furnace Facts." It's not an advertisement. No furnace name is mentioned, and you can read the whole story in 5 minutes.

To the party contemplating purchasing a furnace it points out the snags and pitfalls, and shows exactly what to demand of an architect, contractor or dealer, in furnace construction and installation.

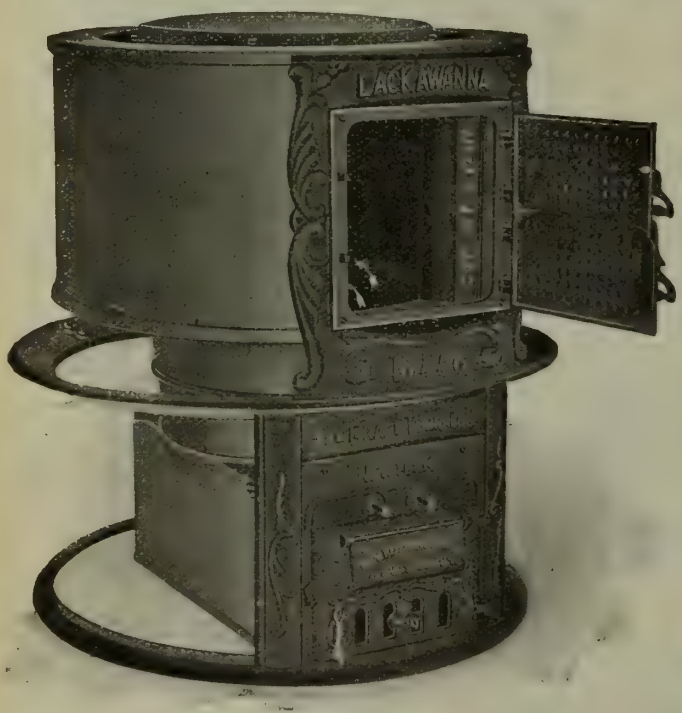
LONDON
TORONTO
MONTREAL
WINNIPEG

McClary's

VANCOUVER
ST. JOHN, N.B.
HAMILTON
2 CALGARY

Now is the Time to Get in Line.

LACKAWANNA FURNACE



LACKAWANNA
A Very Powerful and Economical Furnace

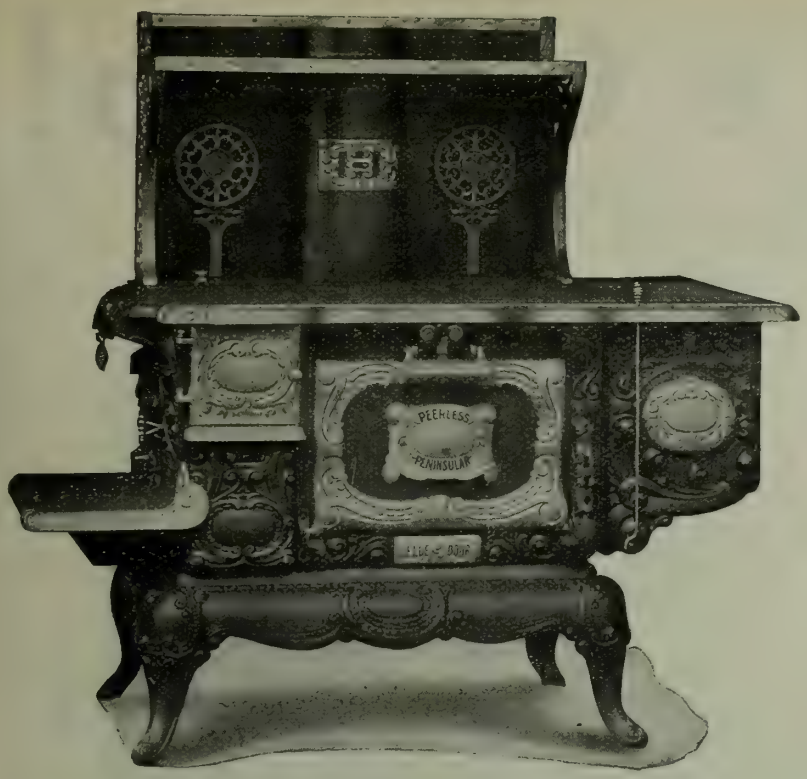
Built Like an Engine and Works as Perfectly as One

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.
Limited
OTTAWA - ONT.

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot



The Large, Square Fire Door

of the **Peerless Peninsular** is a great advantage when selling to a man who wants to burn wood. It opens up on a large wood fire box that will burn comparatively rough wood and has plenty of capacity to heat the oven. The change from coal to wood can be made almost instantly. To remove the end linings and reverse the grate bars is all that is necessary, but where desired we can supply a special wood fire bottom. The Peerless is just as well adapted for country as for town trade.

CLARE BROS. & CO., LIMITED - PRESTON AND WINNIPEG

The Empire Queen Range.

Success in the Stove Business

is assured to the dealer who handles

"EMPIRE"

Stoves and Ranges

One of our best sellers is the Empire Queen Range. This range is just about perfection. A special baking draft forces the heat twice around the oven, heating *all* the oven thoroughly. The firebox is perfectly proportioned, fitted with the very latest Duplex Grates, heavy sectional cast iron linings for coal, separate grates for wood. Castings are smooth and flawless. Reservoir is so constructed as to obtain the highest satisfaction in heating water. The deep ashpit is so constructed as to prevent ashes from falling outside the pan. The Empire Queen is made in various styles to suit the requirements of your trade.

Catalogue gladly sent on request.

Canadian Heating and Ventilating Co., Ltd.
OWEN SOUND ONTARIO

Time To Get Up!

And Write Us—

Ask us prices on the **NEW OXFORD O.K. RANGE**—If you have seen pictures of it, you know it's the best Looking Steel Range on the market —That helps in selling —

You can also put up a **pretty strong talk** if you know about

The new reversible grate.
The division flue strip.
The compensating automatic draft that takes air to the back of the fire.
The expanded metal asbestos protection.
The oven door that two men may stand on. Two thicknesses of steel with air space.
The lift-up broiling top.
The cast iron bottom to smoke flue.

Best of all —The top is **not** blackleaded—We've a new secret finish, **that's absolutely clean.**

Don't be like the fellow in the picture—Get all the information about the **O.K.** from us it will act like a tonic on your stove business.

THE GURNEY FOUNDRY CO., Limited,

STOCKS CARRIED AT

Toronto, Montreal, Winnipeg, Hamilton, Calgary, Edmonton, Vancouver

At

The New Waverly Warehouses and Structural Shops of The Carnegie Steel Co., Newark, N. J.

CUT TO ANY LENGTH. And QUICK SHIPMENT A SPECIALTY.

The North Works of The Illinois Steel Co., Chicago, Ill.,

We carry in STOCK 100,000 Tons

BARS, PLATES, BEAMS, CHANNELS, ANGLES, RAILS

We also solicit inquiries
For Prompt Shipment Direct from Mills, Pittsburg, Pa.

United States Steel Products Export Co., Montreal, Can.

Distributors For Quebec, Eastern Ontario and Maritime Provinces.

MARINE BRASS WORK

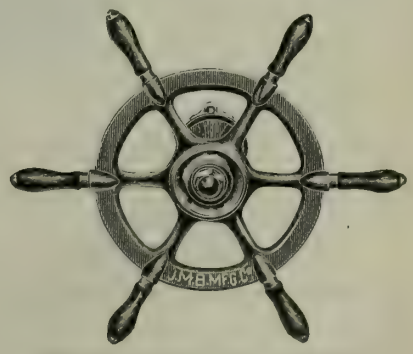
and Sanitary Fixtures

Brass Binnacle

We make a variety of Brass Goods and Supplies for Marine Service.

Heavy Pattern Brass Mountings for Marine Boilers, Ship Telegraph, Steering Apparatus, Brass Binnacles with Compass, Yacht Steering Wheels, Brass Fog Bells, etc.

Folding Lavatory for Yachts

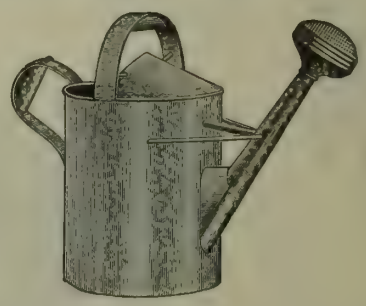


Steering Wheel for Launches

The **James Morrison Brass Mfg. Co.,** Limited
93-97 Adelaide St. West, TORONTO

KEMP'S WATERING POTS

Patent Zinc Roses—Detachable Spouts



Quarts	1	2	3	6	10	14
Plain, Per Doz.	$2.70	$3.40	$3.95	$5.10	$6.40	$7.30
Japanned, Per Doz.	3.20	3.85	4.50	5.65	7.10	8.10
Galvanized " "	—	—	—	8.00	9.00	11.00
Case Lots Doz.	3	3	3	3	2	2

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

CAMPAIGN AGAINST STOVE PEDLARS.

An intelligent campaign against stove pedlars has been begun in many parts of the country and it would be well for dealers in other districts to get busy along similar lines.

The usual tactics of the slick Yankee stove salesmen is to swoop down upon a neighborhood without blowing any trumpets in advance. Secrecy and quick sales are the secrets of their success. It is up to the local merchant, therefore to forestall the pedlars where possible by warning the farmers against buying goods from strangers on the spur of the moment and giving notes for large sums without an investigation into the prices charged for the same goods by local dealers. This warning can be given through the local newspaper and by means of the printed circulars stove manufacturers supply free of cost.

Have the local editor describe a scene somewhat as follows: A slick bunch of salesmen arrive in a town with a car load of stoves they divide up into parties to work in different directions, a wagon drives into a farmyard and while one salesman is engaging the attention of the farmer by throwing a range off the wagon in such a way as to show its unbreakable qualities another is interviewing the girls in the kitchen, hunting arguments to use on the farmer and also picking out some extra nice wood for a demonstration. The farmer says he don't want a new stove but the slick Yankee say they will give a demonstration anyway and begin tearing down the old stove and erecting the new steel range. The farmer still doesn't want to buy, he hasn't any money to spare, but that's easy—the pedlars will take a note to be paid almost any old time. Emphasis is made on the long life of the range, the ease with which it bakes (under the manipulation of the expert demonstrators) and the easy terms on which it can be had. The price is a secondary consideration and before the farmer realizes what has been done he has signed a note for about $20 more than he could have secured a similar or better steel range from the stove man in his nearby town. He may soon want repairs, may want to put in a new waterfront or make some other change, and he then finds that he has to send to Toronto for the repairs, paying several times the value of the castings and having to pay express or freight charges, besides waiting a long time for delivery.

How much better it would have been for him to buy from his local dealer in the first place. But possibly the local stove man was slow and waited for the business to come to him. He didn't advertise intelligently or call on probable customers in the country. If he didn't he deserves to lose the business as to get orders to-day a merchant must let the people know he wants them and has the right goods at the right prices.

In St. Mary's, Ont., the editor of the Journal is constantly co-operating with the local merchants in heading off the competition of mail order houses and transient pedlars and the following article from his paper is one which could be reproduced to advantage in every Canadian paper. Show it to your local editor and ask him to give space to it:

Beware the Stove Pedlars.

We would call our readers' attention to a class of trading going on just now in many districts with which they are possibly unacquainted. We refer to STEEL RANGE PEDDLING. The plan is generally to import the steel range parts from the United States, and assemble or put them together in Canada. This is one of the American ways of getting Canadian business. It is known as the peddling method. Drivers and slick salesmen go through towns and farming districts, and by smooth words sell these ranges to the people at from $10 to $20 higher prices than the same people could buy from their own town dealer. This town dealer has certain rights and entitled to fair treatment at the hands of his townsmen. He helps pay the taxes, gives employment, keeps up the church and generally contributes to the betterment of the town.

If for no other reason than this he has a prior claim on his fellow townsman, or on the farmer in his locality, who wants a stove or range. The peddling agent is here to-day and away tomorrow. He has no reputation at stake. From time immemorial misrepresentation and unfair methods has been a part of his make-up. There is not a stove he sells that the money paid for it will not buy from your local dealer one that will give longer and better service. It may not be apparent to you at the time of purchase but it will be more than plain to you after it begins to go wrong and you have no one to fall back on when you want to do your kicking save you kick yourself.

When you buy from your own hardware merchant you can at any time ask questions about the working parts and your man is right there to explain. You know who you got it from. He is there to back up his sale when called upon. And should he not know personally what you are asking he has a guarantee from the maker that expert advice is always furnished free to every patron on request. You can procure repairs without trouble, as they are always kept in the store that sold you the range. These facts are well worth remembering the next time a bunch of range pedlars swoop into the neighborhood to carry off the surplus money which they do as effectually as an American circus troupe.

THE CO-OPERATIVE ACT.

The Co-operative Act, recently rushed through the House of Commons, is now being considered by a sub-committee of the Senate and will come up for a final decision during the next week or so. The time is opportune, therefore, for hardware dealers in all parts of the country to write or personally see the Senator representing his district urging him to vote against the bill.

Hardware men have no objection to farmers or workingmen forming legitimate business enterprises and conducting them as such, providing they do so under the same conditions, and with no special privileges to give them advantages over merchants who have their capital invested in retail businesses. They rightly object, however, to legislation allowing co-operative companies to be given charters at less than the fees charged for the incorporation of a company to do a mercantile business. The new Co-operative Act, adopted by the House of Commons, is unfair to retailers in this respect.

Experience has shown that co-operative enterprises organized so far in Canada have not been successful in doing more than disturbing business conditions for a brief period of time. A co-operative company would be formed, many induced to invest, a stock of goods secured, a manager hired and then business go on for a while to be interrupted by squabbling or an investigation into the work of an inexperienced or incompetent manager. Sooner or later the concern goes out of business with consequent loss to the investors, the net result being a disturbance of the retail trade in the district with no gain to the co-operators.

It is now disclosed that the new act now before the Senate is intended to make easy the organization of a gigantic co-operative enterprise by a foreign syndicate and officered by some of the members of Parliament and government officials actively interested in having the act adopted. The Senate will no doubt consider these facts and heed the protests made by merchants in all parts of Canada.

"Men Who Sell Things"

A Reconstruction of the Question of Salesmanship—New Dignity Revealed in the Money-getting Side of Business—The Commercial Ambassador, the Man Who Sells—Business Philosophy for Those Interested in the New Science of Merchandizing.

CHAPTER I.

The salesman regularly supplies the electric spark which keeps the commercial engine going.

This book is an attempt to specify the qualifications necessary to the making of a successful salesman, and the reasons for so many failures in the greatest profession on earth, the profession of salesmanship.

I wish to write, not of the doctrine of "luck," "chance," and "good fortune," but of the doctrine of effort and result; to proclaim that highest form of twentieth-century salesmanship which brings success, not to the indolent, the improvident, and the dreamer, but to the striving, the intelligent, and the busy man.

The commonplace salesman who is content with a mediocre degree of success, who lacks either desire or power to labor for the best that his profession contains, is little worthy of the name "salesman."

Work of the type most needed in the field of salesmanship is the successful carrying out of that which reflects the most credit upon the profession.

Little that is worth having is secured in this world except by unceasing toil. The salesman must be glad to do a salesman's work.

"Few battles are ever finally won. There are always positions to be held and new ones to be conquered."

The New Era.

The enormous pressure of new business and the constant tightening of competition seem to crush out the hope and energy of a large proportion of salesmen. The great problem of modern business progress to the salesman is how to deal with this tendency—how to prevent being crushed out and shoved to one side in the mad commercial whirl for conquest.

The well-rounded salesman who has husbanded his strength for the onrush will find methods to reserve his talent and energy from decay. The preservation will come, not through boasting or through the acquisition of new territory and accounts, nor through the magnification of past achievements, but through the natural law of infinite patience, constant study of new conditions, clearer adaptation of means to ends, infinite devotion to instant duty, and absolute fidelity to his house as it is and yet may be.

There can be no more accepted time than the present as the arena of this action. The success of the efficient salesman will be greater in proportion to the number of those who are yet unaware of the changing times and the growing feeling that professional salesmanship must supersede the old school of unorganized ways and methods.

The crowding of the field of salesmanship, and the exhaustion of old-time resources in the art of selling goods, have forced a revolution in this special branch of industry. The pressure of business intensified, manufacturers and merchants who employ large forces of traveling salesmen are looking for a new degree of greatness in salesmanship based on scientific methods.

More zealous care is needed that no talent may be neglected, that employers may not constantly be obliged to seek outside forces with which to replenish their depleted sales ranks.

The successful salesman will not lose his character. His proud claim of leadership on the sales force of his house will not pass into the hands of others if he recognizes the fact that his first duty to himself, and his highest duty to his house, is to have his ship constantly cleared for the action of the present strenuous day, and to be prepared for the coming era of unparallelled commercial activity.

To the twentieth-century salesman it is of the utmost moment to look at coming conditions and make sure the defence of his selling methods against the creeping foe lurking behind commonplace ways—the foe that only newer, better, and quicker methods can halt in his conquest of the indolent, the overanxious, the old-timer and all other types of negative salesmen that go to make up the vast crowd of the improvident and unwise.

Nine-tenths for Knowledge.

A salesman of experience realizes that ideas—practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them. It takes brains to influence brains. Someone has said: "For every ten dollars that a high-salaried man draws, he gets nine dollars for what he knows and one dollar for what he does."

The same old way of doing things cannot be successfully employed month after month and year after year. The salesman must be modern—up-to-date—as much as the men of other professions. The physician or lawyer finds that to compete successfully he is compelled to read, read, read, all the time, in order that he may learn of advancement in treatments or procedures.

"To the man who fails belong the excuses." The more good ideas, the better the basis for good work. The best of salesmen fail at times to sell to certain buyers, without being able to give a reason for falling down. The methods employed successfully for many years seem to count for nothing. In such cases no doubt, a very little thing, a mere oversight, perchance, has caused the trouble. To locate the "nigger in the wood-stack" in one's methods means much. The only hope lies in putting the plumb-line of the experience of others beside one's own.

Every new idea aids in the salesman's ultimate triumph—adds a sound piece of timber to the structure of his final success.

Failure does not come through making mistakes, but in refusing to learn by mistakes how to avoid them.

Experience is a good teacher, but it is a great thing to be able to learn from the experience of others, for we cannot all have the same experiences or the same view of similar experiences. There are many pathways to success, but the road of the individual's experience is narrow and rugged.

The old-time "minstrel" traveling man is a thing of the past, and with him have gone the days of getting business by means of circus tricks, chicanery, and sleight-of-hand performances in tact. True knowledge properly applied is the power behind the throne winning the big business of to-day.

Knowledge Power Behind the Throne.

That vast army of business-getters known as traveling salesmen have attained a dignity fitted to promote the interests of their houses in the field, realizing that scientific methods have placed their vocation in the list of professions.

The real purpose, character, calibre, and life of the commercial traveler have too long been depreciated by the general public. He may be suffering in this respect for the sins of his forefathers on the road, but things have changed. No one has a right to look upon any phase or sphere of American manhood as subject matter for a joke book, and the traveling salesman is becoming very tired, and justly so, of being regarded as a five-ring circus, or a wild beast going about seeking whom he may devour.

True, the law of "the survival of the fittest" has caused business on the road to become a contest of wits; but it is also true that the traveling salesman has elevated himself and his work by force of character and dint of his own energies.

Many writers on matters pertaining to salesmanship have not yet discovered the real character and work of road salesmen. We are looking to a higher and better sphere of usefulness in the business and social world than much of the stuff written to portray real road life would indicate.

"John Henry," "It's Up to You," and other modern compilations are side issues compared to the vernacular of the road as served up by some writers in object-lesson style to attract the attention of salesmen as a guise for a course in salesmanship.

Educated Enthusiasm Wanted.

The salesman who regards his work from a serious, high-grade standpoint is constantly seeking instruction of a meritorious nature—new ways and methods. He does not want stories of road life veneered in the coarsest slang, all tending to assign to him a serio-comic role.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience

and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined. The field is ripe for educated salesmen—the sort that refuse to give their customers credit for knowing more about their business than they know themselves—salesmen who can go out and put up a selling talk that is earnest, logical and clean-cut from the time they strike one town until the train carries them to the next with their pockets full of orders.

The question of handling a customer in making a sale is naturally a local issue to some extent, as merchants in widely separated localities conduct their business according to the usages of their particular sections.

Handling Customers.

It is also true that dealers in small towns require different tactics from the large city merchant; but no matter what the conditions may be, the old saying, "Business is business," holds true pretty much the world over.

With the arrival of interurban electric cars and rural free deliveries and telephones and many other improvements in rural districts, a pace of progression has set in, even in the most out-of-the-way village, that is rapidly changing the ideas and methods of the country merchant. With the farmer buying automobiles, and the prosperous small town business man sending his sons off to college, it is high time for the traveling salesman to begin to realize that a new era is dawning for him also.

It is no longer necessary in making a town to begin the day before by planning some new and wonderful strategy that will insure the selling of a bill to this or that customer; no need of a "Samantha Allen" visit, with a dance at the village hall in the evening with your favorite customer's friends and family.

Tact? Why, yes, that is necessary, of course. You can no more interest the man whose store has just been robbed, or whose head salesman has just left to take a position with his worst competitor now than you could twenty years ago. But you can approach the merchant the country over, small town or large, under ordinary circumstances, and gain and hold his attention with the right kind of selling talk, all on business and delivered straight from the shoulder. Even the "before-breakfast grouch" will listen to you if there is a resolute ring in your voice and a good-natured sparkle in your eye.

Earnestness of Purpose.

One of the most successful business men of my acquaintance started life with a shoestring, and worked his way up from stock-boy to salesman, from salesman to buyer, from buyer to the head of the greatest house in the world in his line, besides holding large outside responsibilities.

The most prominent feature of his character was his remarkable earnestness of purpose. There was not a salesman in the long list of those in his employ who could begin to approach him in selling talk, and he had some of the best men in the business. As buyer, before he became an employer, it is said of him that he could take prospective customers into his office for fifteen minutes, from among the largest and hardest merchants to sell to in the country, and turn them out with an immediate and enthusiastic desire to go through the great establishment and select goods.

He had no time to bandy idle words and rarely indulged in useless sentences or light remarks. He believed buyers came into his store bent on business, and he despatched them with courtesy, backed up by arguments, every word of which put new ideas into his customers' minds and helped to swell the accounts on the right side of his ledgers.

Knowledge of Men.

Basing my calculations on actual experience with a large number of salesmen of all classes, sorts and conditions, I assert without any hesitation that the really big men, those who have made the profession worth while, are the ones who have employed the highest degree of science in their work—not an acquired science, perhaps, but a natural, established, and classified knowledge of men and things relating to the daily routine of their work:

"Brain stuff and soul stuff."

I am not the one to gainsay that an acquired science of professional salesmanship will be generally recognized by employers of large numbers of salesmen within the next five or ten years, in fact, an exact science of successful salesmanship has already been formulated, and is being taught with success; it fits the needs of our profession, just as the science of law or of materia medica fits the requirements of those respective professions, and is receiving widespread attention on the part of thinking salesmen and employers of salesmen.

Failures may be due to lack of natural ability, or adaptability, but they are more often due to lack of intelligent application.

There are many industrious salesmen who have always applied their energies in commonplace ways—for instance, with territories that could easily be made to yield much larger returns from their labor—who have little idea of the great values that may be produced on a given territory subject to high culture in salesmanship.

Don't Chase Rainbows.

There is a natural tendency, when big sales are made by the really successful men, to suppose that they are peculiar to some distant or especially favored location, that the golden harvest, the good things, are away off somewhere else, in the other fellow's territory. Those failing to see advantages at home who are disposed to seek the gold at the rainbow's end, may well ponder the story of the old Persian who sold his little hillside farm, wandered far over land and sea in a vain search for diamonds, and finally died a pauper in a strange land; while the stranger watering his flock at the stream on the little farm found a peculiar pebble glittering in the brook, which proved to be the first of a wealth of gems such as the old man had gone to seek.

All salesmen start with an equal chance, but many are soon distanced in the race. They are content with a steady, plodding, uniform way of doing things, and while they are methodical and obtain good results, those who win figure out some way of getting better results and getting them more easily. They take chances on doing things in other than the prescribed way, often finding the new way the better. Few have the energy to break out and get away into the wild fields of effort worth while.

We get into a certain circular routine, and we go around and around, week in and week out, year in and year out, not realizing that life's really important work is the doing of something new.

The opportunities of the present are vastly superior to the opportunities of the last two or three decades. The needs of our great commercial machine multiply with its growth, and he is the fortunate salesman who has learned the immense value of educated enthusiasm, for to him is open the pathway to high salaried positions that appear as dreams of Aladdin's Cave to his less ambitious brother.

Must Dig Deep to Win.

True, the mountain seems high, but he who finds the right road will surely get to the top. Every mountain seems insurmountable at first, but little by little the distance is laid behind, and at last, half wondering whether it is a mountain after all, we find ourselves at the top. But to find the easy ascent to the golden mountain of salesmanship, the salesman must first dig, dig, dig, deep in the fields of knowledge of his profession.

Successful salesmanship carries with it large salaries—often of from five to fifteen thousand dollars per annum. "Oh! but such salaries are not for me," wails the timorous one. Listen! The salesman who lies down at the beginning with, "Oh, I never had any luck. By the time I get there, I'll find someone else already there ahead of me," would better stay out of the salesmanship business—or any other kind of business, for that matter. He is of little faith, a pessimist, a failure at heart to begin with, and wouldn't hold a position long with any house at a thousand dollars per year, to say nothing of five.

To the bright salesman it is not a difficult task to map out a promising line of action for his career on the road from among the failures and middleweights, and a persevering hustle will do the rest.

A shrewd, perceptive faculty, together with a convincing perseverance, is one of the main essentials to success in promoting any enterprise.

Away with easy-going, rollicking ways and debauching influences! Away with small salaries, "water tank" towns and "one night stands!" Let there be more lucrative fields and broader knowledge! That is the twentieth-century salesman's slogan, and that he is manfully living up to his battle-cry, the payrolls of large institutions all over this broad land will attest.

(To be continued.)

CANADA HORSE NAIL CHANGES.

The Canada Horse Nail Company, of Montreal, have elected John Torrance to succeed his father, who died recently, as president of their company. Wm. Smaill, the secretary-treasurer and managing director, informs us that they have under consideration an increase of $25,000 to their paid-up capital, to be devoted mainly to an aggressive selling campaign this season throughout the Dominion.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - - 232 McGill Street Telephone Main 1255
TORONTO - - - - - - 10 Front Street East Telephone Main 2701
WINNIPEG - - - - 511 Union Bank Building Telephone 3726
LONDON, ENG. - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg
NEW YORK - - R. B. Huestis, 544 West 145th St Telephone 2430 Audubon
VANCOUVER, B.C. - - - - - R. B. Bennett
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

WANT OF FAITH.

With the spring trade in every branch of industry opening out in gratifying fashion, with favorable reports of good seeding from various parts of the Northwest and prophecies of record harvests, with returns from Ottawa of a bumper year in foreign trading, what room can there be for misgivings as to the future. Cannot the optimist, the undaunted believer in Canada's great commercial stability and illimitable possibilities, reprove the weak-kneed alarmist of the past few months—and there have been many—with the eloquent Biblical reproach "O, ye of little faith."

Pessimists from their very lack of courage are hard people to convince, and argument after argument, opinion after opinion, is but waste of breath and of time, so far as convincing them of the foolishness, not to say ignorance, of their views. It is as water on a duck's back. But cold official figures are proofs which cannot be ignored, or received with incredulity, even by the ultra-pessimist. They are chiselled-out facts which cannot be distorted to suit the views of those using them as arguments, and therefore, should carry due measure of weight with them. How, then, can a man be fearful and panicy when he sees by the foreign trading returns for the year ending February, that Canada had a bumper year. Despite the drawback of a financial depression in the neighboring Republic, despite the talk of hard times here, the timidity which induced many concerns to curtail unnecessarily, their operations, and the distorting, in many grave instances, of the country's real trade position, this period of "depression" was a large part of a great financial year.

The returns from Ottawa show that with the year ending February last the total foreign trading amounted to $642,728,055, or a gain of between six and seven per cent., when compared with the year previous, and of nearly twenty-five per cent., when compared with 1905-6. Both in imports and exports great and satisfactory gains are shown when compared with the two former years. Figures like these are surely convincing enough. How can there be nervousness as to the future when this great development is before us, and we know that Canada's resources are yet as but scratched. On every hand there are visible boundless riches awaiting development—of what greater store lies hidden to us at present we can but dimly guess—and when we see foreign capital and sturdy emigrants pouring in to help in this development, the foolishness of the alarmist is apparent. No financial panic in America, no lesser reflection on this side, can set back the great growth of Canada. Her prosperity is assured, the night follows the day with no greater certainty.

A thorough investigation has been made in the Northwest of the probabilities of business generally during the coming season, and the consensus of opinion of the leading business men is that the outlook is most satisfactory. Exceptional prosperity and development are anticipated by these authorities, and that they should think so favorably in view of the speculation drawbacks of last year, is a splendid endorsement of Canada's immediate future. With these promising signs all the way round, the faint hearted cannot but pluck up courage, and face with renewed confidence the dawn of another great and glorious year. It is only the nation whose course has run that should be frightened at depression. Such incidents to the young and healthy are but spurs for still greater effort. Canada will be better and stronger for the experience of the last few months. Let the pessimist have confidence in his country, for its development in the past will be insignificant compared with its development in the future. Trade is opening out on every side, let no man in foolish timidity be unprepared to grasp the full measure of prosperity within his reach.

METALS DURING THE MONTH.

The great feature of the month's trading in metals has been the maintenance of the price of tin in the London market. Opening at £141 5s., after a sharp decline due to a sale of Banca tin, quotations have not fallen below that figure, in fact, only tied it on one occasion. On four days, however, prices touched the highest point of the month of £144 15s., and with the market closing round £144 we have another striking instance of the strength of the bull manipulation which has characterized the market for some time. Although the States is such a heavy user of the metal, and at the present moment, with the tin plate concerns consuming more freely, is practically monopolizing the demand, the greater part of the tin supply is firmly held in English hands and full advantage is being taken of the fact by the London market. But even with this stimulation, conditions in the market, as in other metals, may generally be said to be dull, and it is remarkable that the English bulls are able to maintain their position. It is only another proof of the strength of those at present holding command of the metal. It looks now as if the market was in a fair way of being held until the revival in demand all the way round relieves the situation of the perils attending such a speculative position.

The English copper market, owing to the poor domestic demand in the States, and to the fact that European orders are still the mainstay of the copper situation, continues to sway the world's price and the strength of the metal across the Atlantic is, therefore, of primary importance. Opening the month at £58 17s. 6d., copper rose in three days to £59 12s 6d., but afterwards fluctuated in a weakening degree, closing at its lowest point of £57 12s 6d. Considering the great exportation that has been going on, and in the last seven months some 200,000 tons have been exported—which is about 50,000 tons less than the record exportation to China in 1904—the strength of the market is somewhat astonishing. It would appear from this as if most of the copper had been consumed, or else, if held by speculators, quotations would either have been much higher or much lower, according to the strength of the manipulation Copper is now weaker however, which is after all not surprising considering the exportations, and it is due time that the domestic demand in the States should come to the assistance of the markets

Lead has been weak throughout the month. Opening at £14 12s 6d., the price has dropped consistently until it is now about £13. After the good spurt in March better things are expected. but the stronger demand which strengthened the market seems to have faded away. Spelter has closed at the opening price of £21 2s. 6d., although during the month it reached 10s. higher. The East St. Louis market has kept a relative quotation around $4.55. Spelter seems on the verge every now and then of taking a strong upward trend, but fails to accomplish it. The metal, however, owing to curtailed production, is favorably placed for the early anticipated market revival. Antimony has been dead during the month, although a slight rally in the primary markets was noticed last week. Pig iron in the States has continued weak, but the English and Scotch markets are still as strong as ever. The labor dispute in the shipbuilding industry, however, is a great danger threatening.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

If there is any truth in the saying that "Well begun is half done" then, indeed, is the Canadian West half way on the road to one of the most bountiful harvests in her history.

After 25 days of almost perfect seeding weather, on a seed bed in excellent condition, there has been two days of a gentle, general rain with fair weather promised. Over 85 per cent. of the wheat is in the ground and from more than one section comes the report that it is up two and three inches. A considerable amount of oats has already been seeded and by the end of next week the bulk of the crop will be in all over the Canadian West. All the wheat will be seeded fully one month ahead of last year.

The market conditions are very much more bullish than they were a week ago. Receipts have fallen off steadily in the face of higher prices, and on Saturday they reached the lowest point, being only 49 cars of all grains against 349 in 1907. The demand for low-grade wheats has been good all week with an increased inquiry for contract wheat towards the end of the week, and a shrinking of the spread between two and three northern. The only distinctly bearish factor in the western market to-day is the limited demand for tonnage out of Fort William and Port Arthur, a number of the boats have not made their first charter even yet.

George Fisher, Canadian representaiev of the Scottish Co-operative Society, who are heavy consumers of Canadian wheats, returned from a two months' stay in Britain during the week and reports that the British millers, his own society among them, are shy of our very high prices. With a spread of 23c between Winnipeg and Chicago July wheat the British miller is buying Chicago. Of course, Winnipeg July is old wheat and Chicago July is new wheat, but even so the British miller thinks the spread is too great. The British miller will have to have a certain amount of Canadian Western wheat, but according to Mr. Fisher, he will have as little as possible at the present high prices. There is just the chance, however, and it looks daily greater, that the West has so little wheat to offer that in the end the British miller will have to take it at our price and not his own. It is one of those things about which it is impossible to foretell correctly.

* * *

The movement of live stock is increasing and the demand has improved for well-fed beasts, both for local consumption and for export. There has been a general advance in prices and good export steers brought 5c at Winnipeg on Friday with 5¼c paid for a few extra choice steers running to 1,400 pounds. Dealers continue to complain of the very small percentage of this class of steer that is offering and a visit to the stock yards is instructive to the feeders of cattle, if they would only take the lesson. On Friday morning last a stock train of some 13 or 14 cars came in off one of the branch lines between three and four in the morning. By 5.45 one of the largest exporters in the West and a well-known M.P.P., was at the yards and had the very choicest of the steers culled and bargained for before his rivals in the trade were on the spot, though it is doubtful if one of them was later than 6.30 that morning. While the high figures already quoted were paid for the few, the many brought only 3 to 3½ and some of them only 2¾.

There has been a sharp advance in the prices of hogs, 5¾ being paid freely Friday and Saturday and 6c will rule for all offerings on Monday with prospects of still higher figures.

* * *

One of the farmers who was in selling cattle this week, and whose steers brought the top of the market, was asked by your correspondent why there were not hundreds of such steers instead of only a score or two. He was a great big Westerner and he straightened himself and looked the questioner in the eye and said, "Do you really want to know?" "Yes." "Well it ain't polite, but the truth is the farmers are too d——n lazy." And some of the merchants are not much more energetic, or, for their own sakes, they would have prodded the farmers up to doing better, long before this.

* * *

At last Winnipeg is able to claim that there is a reduction in the cost of building. In the first place there has been a drop of nearly $5 per 1,000 feet on all kinds of lumber, laths are 25c per 100 cheaper and wall plaster is $1 per ton cheaper. Builders report also that labor is cheaper and more abundant and as there is no fear of a strike in any section of the building trade, contractors are making estimates with greater confidence and on narrower margins than at any time in the last four years. Dealers in building materials report demand very brisk, and The Alsip Brick Co., one of the largest in the West, report orders on hand for over $2,500,000 of brick. Architects report business good and that it opened much earlier than last year. The building season has five weeks longer at the beginning than it was last year, whatever the end may be.

Tar paper is one of the great factors in building in the Canadian West and Winnipeg is at last to have its own factory for the making of this material. It is being erected by the firm of Merrick, Anderson & Co. in the Elmwood suburb. The plant is to cost $28,000 and will be complete and ready for use on June 15th. It will be of reinforced concrete with a wooden warehouse 120 feet by 60.—H.

DISENFRANCHISING THE TRAVELERS.

Dominion and Ontario elections are to be held during the coming summer in all probability and commercial travelers, like other intelligent citizens, will desire to exercise their franchise. But will they have an opportunity of doing so?

Existing election laws provide for the holding of elections on days when it is inconvenient if not impossible for traveling salesmen to register their votes, although they, possibly more than other citizens, are affected by the legislation adopted, particularly that relating to transportation matters, the licensing and inspection of hotels, etc.

J. S. Larke, Canadian Trade Commissioner at Sydney, Australia, in a letter to this paper, says that our sister commonwealth considers the interest of travelers by holding elections on Saturdays and also holding all holidays except Christmas and New Year's on Mondays, thus allowing travelers to spend the off days with their families while also considering the interests of merchants in avoiding the breaking up of a week by having a Good Friday, Victoria Day, Dominion Day, or Thanksgiving Day in the middle of the week.

Canadian commercial travelers have repeatedly urged the arranging of election days at the week end and there has also been a growing demand for the holding of Thanksgiving Day on Monday. With the example of Australia before us the advantages to be gained by the proposed changes should be again pressed upon every candidate for Parliamentary honors. And why not make a clean sweep of it by adopting the Australian idea of holding all holidays except Christmas and New Year's on Mondays?

Travelers' associations, retailers' associations, boards of trade and other bodies, should discuss the question and forward the resolutions passed to the members of Parliament, the daily newspapers and the trade press.

Mr. Larke pays a graceful compliment to commercial travelers when he says: "The vote of commercial travelers is an important one, not so much for the numbers as for the general intelligence of its members, secured through their intimate knowledge of the condition of the large sections of the country, their opportunities in this respect being greatly beyond those of almost any other class of the population. Hence it is important that it should be registered."

If the travelers through their associations and individually in their calls upon the business men of Canada, put their combined strength behind the movement for the change of the holiday dates they are bound to win. The movement will benefit all classes of business men and the trade newspapers and trade associations will be only too willing to join with the travelers in following the progressive example set by Australia.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 60.)

MARKETS IN BRIEF.

Montreal.

Pig Iron—Lower prices.
Tin—Firm.
Copper—No change.
Lead—Weak.
Spelter—Steady.
Building Paper—Revised list.
Turpentine—Cut of 2c.
Linseed Oil—Cut of 1c.

Toronto.

Pig Iron—Prices lower.
Copper—Quoted at 13¾c.
Antimony—Reduced prices.
Old Materials—Some changes.
Building Paper—Prices revised.
Turpentine—Cut of 69c and 70c.
Linseed Oil—Decline of 2c.

MONTREAL HARDWARE MARKETS

Montreal, May 1.—Trade has gone forward with a rush this week and conditions have brightened up wonderfully. The jobbing houses are working overtime to clear off the orders that were held for the opening of navigation, and there is a bustle observable that has been lacking before. Although the spring rush is later this year, there is no reason to believe that it will not make up leeway now that it has started in earnest. Shelf lines are moving splendidly, but the heavier articles are somewhat slower. When industrial activity is in full swing again, this should be altered. The excellent reports from the northwest and other parts of the country, regarding seeding are greatly encouraging business. Farmers are in a very hopeful state of mind and their purchasing is naturally becoming much less conservative. Travelers report that dealers are much more impressed with the prospects of trade than they were, and are buying in better quantities. Their stocks are, comparatively speaking, light, and in consequence there should be a busy time in store for the wholesale houses. The warm weather of the past week has helped materially in improving conditions, and with the waterways free of ice, and the general stimulation of spring, trade should now go ahead with leaps and bounds.

Great activity in building is reported from all parts of the country, while prospects are decidedly more favorable than they were. Money is easier and landlords are going on with plans that at one time they thought of shelving. Builders' hardware is consequently moving well. The various lines of spring goods are in strong request and prices are firm. The general opinion of the wholesale houses and of the dealers is that a strong turn has taken place in trade and that with better conditions all the way round, the improvement will be maintained all through the year.

Spring Goods—These lines are showing the greatest stimulation, as is only to be expected, and orders for prompt delivery are heavier each mail. It is evident that dealers generally are carrying low stocks, as requests for the least delay possible in shipping are numerous. There is much activity in the jobbing houses to get off the orders that have been held for boat shipment, so that the orders coming in now for prompt delivery shall be quickly attended to. There is a strong demand for hose, hose nozzles, lawn mowers, shears, tools and syringes. Wringers and washing machines are in good demand, also refrigerators, bread making machines and ice cream freezers. Prices are firm.

Sporting Goods—A large number of dealers are showing sporting windows, while others are only waiting for the goods ordered from the wholesale houses to follow suit. With the warm weather of the past few days, preliminary practice in baseball, lacrosse and association football has already started, Dealers report a growing trade, and with it their orders are improving. Yachting supplies are now moving well, as are baseball, lacrosse and football outfits. Fishing rods, cans, baits, etc., are showing strength, while guns and ammunition are improving.

Wire Goods—Hat and coat hooks, as well as gate hooks and eyes, are in much better demand. A promising call has evidently made its appearance for these lines, as dealers all request prompt shipment. The list price is firm, and with dealers' stocks on the light side, a good rush is expected.

Builders' Hardware—General reports as to building are much more promising than they were, while locally a decided change for the better has taken place. Landlords seem more determined to go on with the building they had in prospect. As a result of this better tone, local orders for the various lines are decidedly improving, and the demand has assumed good proportions.

Carpenters' Tools—With dealers' stocks on the light side, and a strong consuming demand making its appearance, jobbers are experiencing a heavier call for carpenters' tools. Both in an amateur and professional way tools are needed now that building and repairing operations can be carried on. All lines of tools are, therefore, moving well.

Nails—Nails are still being maintained at $2.30. The demand is assuming good proportions, and promising trade is anticipated. Dealers' stocks being on the light side, orders will probably be much heavier later on.

Screws—Although somewhat on the light side, orders are increasing in number. Some fair shipments are moving out by the first boats. We continue to quote 85 and 10 off for flat head bright; 80 and 10 for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head brass.

Railroad Supplies—Preparations for the great construction work to be carried on in various parts of the country are well advanced, and in some districts, operations have already started. This season is anticipated to prove a record one for supplies, and judging by the way that wheelbarrows, crowbars, picks and hammers are moving, the anticipation will be realized. Orders are assuming larger proportions each day. Some heavy shipments have gone forward on the lower freights now in force.

Cutlery and Plated Ware—The demand is showing decided improvement. Orders for carvers in cases, forks, pickle frames, salad sets, etc., are coming in freely. Next month will see a stronger tone, as the June weddings will be near at hand.

Copper Rivets—It is rumored in the States that makers of copper rivets there intend to advance the price of copper rivets. If this takes place it will probably affect the price here. Some fair size orders are being received. Quotations are unchanged.

Building Paper—A revised price list of building paper, etc., has been issued, and will be found in our current market quotations. Orders are increasing, and the opening of navigation has stimulated trading. Dealers' stocks are reported on the light side and manufacturers anticipate a heavy demand in consequence when the building call is really in evidence.

TORONTO HARDWARE MARKETS.

Toronto, May 1.—Business is very fair this week, considering the unfavorable weather of the past few days. All lines of hardware are moving fairly well, though spring goods might be better if a few warm days would come along. Shelf goods, building tools and builders' hardware keep moving, perhaps better than any other lines.

Price changes are noted in building paper and tar. These goods have undergone a revision during the week, and refined tar has advanced from $4 to $4.50 per barrel. Prices in other hardware lines remain stationary and the market is firm.

The seeding reports from the West are cheerful and by July when the crop reports begin to arrive, we may expect to see a resumption of business on a large scale in Western Canada. At present travelers in the West prefer booking orders in small quantities rather than loading up their customers. Jobbers, too, prefer to keep their goods in the warehouses.

Conditions in Ontario are different, however, and the large wholesalers are working overtime trying to catch up with the held up orders recently received. From this it would appear that many dealers have allowed their stock to go down, which is not wise. If a buyer cannot see a variety of goods in a certain article he wants in his dealers' stock he will surely become a customer of some mail order house.

Housecleaning and repairing still hold sway, and paints, especially the ready-mixed brands, are much called for. Screws, too, are going quickly, and in-

quiries are asked regarding summer goods. A few fall orders have already been received, but no doubt an impetus to trade will be given when the seeding is over and the season more advanced.

Household Goods—Enamelware and tinware are still called for and the dealer may expect these goods to be in demand during May.

Builders' Hardware—Not a few repeat orders have come in to the jobbers, and when the buildings now planned are actually being constructed, no doubt a rush for these goods will be on. Locks, bolts and door knobs are called for daily.

Builders' Supplies—Nails continue active at the old price, $2.30, and screws of all grades are going out from the jobber in large quantities. Shovels and cement and roofing goods are in fair demand, with prices unchanged.

Mechanics' Tools—Carpenters' tools especially are in much demand, and bricklayers' and other building trades' tools are steadily called for. Machine shops are fairly busy.

Heavy Goods—No further reduction has been made on bar iron. Bolts and nuts are fair and chain is above the normal, as also are horseshoes. A line selling very well just now is hammock chains.

Spring Goods—"Fair," is the word in this line of goods. The dark cold days of the past week did not induce steady buying in these lines, but the jobbers are just as busy getting out orders for these goods to the trade. Garden tools — wheelbarrows, hoes, rakes, etc.—are selling well.

Railway and Marine Supplies—These goods continue to be asked for, but, naturally, Montreal gets the larger orders. Fair demands, however, rule here.

Lanterns—There has been no further change in the price of lanterns. The selling is fair.

Sporting Goods—The dealers who have added these goods to their stock are wearing contented smiles these days. "Good, very good," is the reply to the question put regarding the call for the various lines of sporting goods, especially is this so in the case of outdoor game supplies.

Cutlery and Silverware—This line is again very much to the front, and buying is very fair. Carving sets and cutlery sets of all kinds are much inquired about, and single articles in the silverware line seem to have a special call.

MONTREAL METAL MARKETS.

Montreal, May 1.—The markets continue dull with prices holding tenaciously, although there is sagging in copper and lead. Looking at the remarkable way in which quotations have been maintained, in face of the poor buying reported in every direction, the question is bound to arise as to whether purchasing has been restricted to such a great extent after all. Admitted that dealers have shown remarkable resistance to any lowering of prices and have exhibited confidence in the future by buying future deliveries at spot values, yet they could hardly have maintained this position, if buying had been so poor as it has been made out to be. Large orders, such as those experienced in the earlier part of last year, we know have been conspicuous by their absence and large orders, owing to the general advertising given them, have an immediate and considerable effect upon the markets. Smaller purchases, however, more easily escape attention, and it is probable that experts in looking for, and deploring the absence of, the big deals have been inclined to overlook the smaller ones and to underestimate their quantity. Judging from the way the markets have held in the face of the admittedly dull conditions obtaining, we venture to think that buying in a small, but steady way, has not really been so poor after all. A metal order split into three would be lost sight of, whereas the whole order given at once would rivet attention. It must not be forgotten that industrial activity has by no means been stagnant. Manufacturers have been using material all the way along, and their stocks, if heavy when the metal decline commenced, could not last them for many months. They must have bought, and to no small extent, either. When the situation is looked into carefully, it will no doubt be found that purchasers have been in the market in much greater strength than some authorities have imagined.

Prices have not altered much this week beyond a slight weakening in copper and a heavier one in lead. The London market still holds the tin situation firmly, but there has been a fall in copper. Spelter is firm, while the pig iron situation remains good, but with grave dangers ahead in the deadlock that has occurred in the shipping industry. Locally the demand all the way round is fair with slight improvement. With the opening of navigation nevt week a better call is expected and the outlook is favorable. Local prices in pig iron, consequent on the opening of St. Lawrence navigation have been reduced.

Pig Iron—The United States markets are unchanged, although it is reported that some of the larger interests have started to cut prices on steel-making iron. The situation is decidedly unsatisfactory, and is likely to remain so until there is a brightening in industrial conditions. This seems to be dependent very much upon crop reports. The English and Scotch markets continue firm with fair business doing, but the reported lockout in the shipbuilding industry is likely to have a serious effect upon producers, and will bring about lower prices if the dispute lasts for any length of time. Exports of English iron continue good, some large lots having recently left for Canada. Stocks continue to decrease, and barring the shipbuilding dispute, the position is strong. Cleveland warrants are quoted at 51s. 9d.

Locally, there is a fair business doing, although consumers, anticipating lower prices, are only buying for fairly prompt delivery. Generally speaking, the outlook is much more favorable than it was. We are now quoting lower figures, incident to the opening of St. Lawrence navigation. Middlesboro No. 3, $18; Summerlee, No. 2, $20.

Tin—Tin is holding up under the manipulation of the English market, and the demand from New York. It is a remarkable fact that despite the condition prevailing, and the somewhat unstaple state of the markets, tin is now at a higher figure than at any time previous to the latter part of 1905 and the two following years, except for one or two spasmodic advances. It only shows how strongly tin is held in London, and how advantage has been taken of the opportunity presented by the spot scarcity in the States. The demand from the American tin plate concerns continues good. Prices are now quoted at £144, in the English market, which is a slight drop on last figures, although during the interim the market has gone 15s. higher. Prices in the States are around $31.85. Locally, the demand is fair with prospects better owing to opening of navigation. We continue to quote tin firm at $34.50.

Copper—This metal is weaker again in the English market, being quoted at £57 12s. 6d. The price in New York, considering how the market is influenced by conditions in England, continues firm. Domestic buyers are few in number, and they are moving with apparently great caution. European buying still dominates the market, and considering the large exports that have gone across the Atlantic, it is hardly surprising that the English market has been so variable. The exports this month are about 30,000 tons, which makes over 100,000 tons of copper exported so far this year. When to this is added the 100,000 tons exported during the last three months of last year, the great total of 200,000 tons is arrived at for seven months. Locally, conditions seem a little better, but we continue to quote 14c with shading for large lots.

Lead—Lead is still weaker, and is quoted at £13 in the English markets. The bright outlook at the beginning of the month has disappeared, and with a falling off in the demand, the markets have steadily weakened. Locally, the demand continues fair, and imported pig is quoted at $4 with shading for fair sized orders.

Spelter—Spelter remains fairly steady being quoted at £21 2s. 6d. and $4.55 East St. Louis. The demand continues quiet, but there is still an absence of any great cutting. Locally, there is no change in quotations.

Old Metals—The situation varies very little from last week. So long as the inactivity continues in the metal markets so long will scrap be stagnant. We

continue to quote: Heavy copper and wire, 11½c; light copper, 10c; heavy red brass, 11c; heavy lead, 2¾c; wrought iron, $12; No. 1 cast, $13; No. 2 cast $10.

TORONTO METAL MARKETS.

Toronto, May 1.—Conditions remain very much as they have been for several weeks. Business is being done in small lots only, so far as Toronto is concerned, but there is a sufficient volume of these to keep the shipping staffs engaged. The large orders which were the rule on the rising market of a year ago are absent, and the volume of trade is undoubtedly smaller, but nevertheless the piling up of many small orders makes a more satisfactory total than generally considered.

The two leading features this week are the continued firmness of ingot tin, and the critical situation that has developed in iron and steel in the United States markets. A strong element contend that a revision of steel prices should be made, in fact, should have been made some weeks ago. The Steel Corporation, however, is endeavoring to maintain prices, and buyers are keeping off the market. The position of copper and lead is being compared to iron and steel, the former having the confidence of buyers, while the latter is very weak in that respect. Lead and copper prices have been allowed to fall in price in keeping with the economic law that if demand stops prices must decline. With iron and steel, however, the prices are considered to be more due to artificial than natural conditions. One of the results of the changes of the past six months has been the partial recovery of the dealers importance in the metal market, which had been almost eliminated by the consumption being generally in excess of production, and the consequent independence of the producer.

Pig Iron—Prices locally have been revised slightly, the ruling figure on Middlesboro, No. 3 being now $20.25, Summerlee No. 3 $21.50, and Clarence No. 3 $19.50. Canadian No. 2 foundry continues at $21 in Toronto. The opening of navigation on the St. Lawrence will have some influence locally, although Canadian furnaces are well able to take care of the demand. The low stocks of English iron is not likely to encourage much lower prices than are now ruling. In the States, however, the market is very weak and unsettled with a possibility of lower prices, which will tend to weaken the market here. Buyers' yards are almost bare of stocks, and although consumption is restricted many orders would undoubtedly follow a break in the market. Consumers so far have taken no chances on the market, and with all present sales for immediate consumption the situation is favorable to sellers as they will start selling with free order books and customers' yards empty.

Ingot Tin—It is remarkable how prices of tin are maintained in the face of dull conditions. Very seldom has the market been under such strong control, and with the same influence at work when conditions improve, it is easy to conjure up a stiff advance in prices. This may be a warning for buyers to take advantage of present prices, which under the circumstances, seem favorable to buyers. Developments during the past week have been barren of interest, with prices well sustained. We continue to quote 33½ to 34 cents.

Ingot Copper—A decline to 13½ to 13¾ cents has been made in Toronto this week, following the weakening in New York, where the price is about a cent below these figures. Heavy exports have continued from America to Europe. If this were going into consumption the market would rise, but it is only going to add to the surplus stocks held across the water. Japanese copper is also being offered in Europe now, stocks in Japan having accumulated to a point where an extra effort must be made to sell.

It is interesting to note that the Canadian output last year was slightly larger than during the preceding year. Canadian estimates being 25,617 tons for 1907, against the following figures for preceding years (in tons of 2,240 pounds): 1907, 25,617; 1906, 25,459; 1905, 21,249; 1904, 19,186; 1903, 19,057.

Lead—In the States the lead trust has advanced prices a point or two, but in Great Britain and locally prices continue weak at $3.90 to $4.00 for imported pig lead.

Spelter—Demand continues quiet, and holders are not pressing sales to the point of price cutting. We still quote $5 for foreign.

Antimony—Prices have been shaded, and we now quote 9½ cents for Cookson's.

Old Materials—The market is dead, with very few transactions reported. Some slight revisions have been made in the prices quoted in the current market quotations.

U.S. IRON AND METAL TRADES.

New York, April 30.—The Iron Age says the success of the Pennsylvania Railroad financing, even when allowance is made for exaggerated subscription statistics, has given much encouragement to the iron trade. It is regarded, with other similar recent transactions, as the first tangible proof of returning confidence and as such indicates that more extended buying of materials and supplies by the railroads may soon follow. Leaders in the industry, however, utter the warning that it may take a month or two before the effect is felt in the steel trade.

The iron industry is facing problems of its own. The continued pressure to sell pig iron, notably in the central west, which is the principal battleground of the western and southern producers, is creating a serious situation. The proposal made and withdrawn two weeks ago to put Southern Foundry iron squarely down to $10, at Birmingham, for No. 2, indicates the attitude of some important interests and has had its effect in weakening the market further.

At the meeting at that time it was understood that if developments called for it, there would be a further meeting on the 30th. Instead, a meeting of the pig iron and ore committees has been called for May 7, and in the interval the majority of the furnaces co-operating are holding to the prices agreed and are selling very little. What iron is being marketed is at lower prices, and the conviction is growing that prices may drift to the point fixed as likely to check the decline and prepare a sturdy buying movement. As a matter of fact, reports are current even now that $10.-25 at Birmingham has been done for a 10,000-ton lot of pig iron.

The tin plate industry is best employed of all. The American Sheet & Tin Plate Company has 90 per cent. of its capacity in operation, while the other makers are running at the rate of 75 to 80 per cent. There is a better demand, too, for roofing and electrical sheets.

The copper trade is quiet, the metal selling on the basis of 12.75c for electrolytic. The test of stability must come soon, and will depend upon the ability of an increased domestic demand to take up the larger prospective output. The foreign markets have done their share and little more can be expected for a long time to come.

There is a movement among spelter producers to get rid of a round block of metal abroad, and thus relieve the congestion. Lead has been advanced from 4c to 4.10c, New York.

U.S. IRON MARKETS.

Cleveland, April 30.—The Iron Trade Review says: Conditions in iron and steel lines continue to progress very slowly. No marked advances are observable with the addition of another month to the period through which the process of re-adjustment has been working. It is equally apparent that there has been no material loss of ground.

The month of April as respects aggregate tonnage, can scarcely be said to have maintained the rate of improvement which prevailed throughout the greater portion of March. The period has, nevertheless, been productive of developments which are regarded as playing their part in the crystallization of general sentiment, and in the calming of commercial unrest into a clearly defined and progressive movement.

TRADE GOSSIP.

Quebec.

The Brantford Roofing Co., whose Montreal representatives are Caverhill Learmont & Co., had a very attractive display of roofing materials, etc., at the Montreal Builders' show, and they report some very good sales having taken place in consequence.

Thomas Mortimer, representing Harpers, the well-known English hardware manufacturers, is in Montreal on a business visit.

F Shillington, purchasing agent of the Canadian Copper Co., Copper Cliff, Ont., has been visiting Montreal.

C. Church, of C. Church & Sons, Labelle, Que., has been visting Montreal hardware circles.

Maritime Provinces.

The McLeod Hardware Company has opened their new store at Senator's Corner, N.S.

Harry Faulkner, tinsmith, Woodstock, N.B., sustained a loss by fire last week.

Quebec and Maritime Provinces

Halifax Merchants Trying to Abolish Credit System—Iron Mines in New Brunswick to be Developed—Sale of Sussex Hardware Store—Interesting New of Boards of Trade—T. McAvity & Son, St. John, Increase Capital to One Million.

HALIFAX.

April 26.—Halifax is gradually falling in line with the other cities in Canada in an endeavor to abolish the credit system. Some time ago a meeting of the merchants representing the various lines of business was held at the Board of Trade rooms to consider the credit system. Most of the merchants at that time expressed themselves as being favorable to the proposition, but so far only the retail boot and shoe dealers, and the custom tailers, have decided to do business on a practically cash basis. They have limited the credit of their customers to sixty days. It is thought however that most of the others will come round in the course of time, as competition in business is now very keen.

* * *

Wholesale dealers report a considerable improvement in business and collections are fair. Good orders are coming in, but shipments have been delayed somewhat, owing to the presence of ice on the Cape Breton coast. Turpentine has declined eight cents per gallon in cask lots and smaller quantities. Jobbers report a good demand for Scotch nets and twine this season. Prices in Halifax rule about as follows:

Manila lobster rope, lb., 11¾c. base.

Paris green, standard: Papers, 27 to 28c. lb.

Paris green, standard: In tins, 28 to 29c. lb.

Bar iron, $2.25; black sheet iron, 24-gauge, $2.35; galvanized sheet iron, 24-gauge, $4.

Poultry netting, 50-yd. roll, 2-in. mesh, 30 in. wide, 19-gauge, $1.50.

Fencing Wire, plain twisted and galvanized, 100 lbs., $3.25; barbed wire, 100 lbs., $2.90 (Canadian and American makes); bright staples, kegs, 100 lbs., $3; bright staples, galvanized, 100 lbs., $3.25.

Horse Shoes, Montreal rolling mills make, kegs, $3.85; "Snowball," 25c. extra each size; Horse Shoe Nails, "C" brand, per box, No. 4, $5; No. 5, $3.75; No. 6, $3.25; Nos. 7 to 9, $3; Nos. 10 to 12, $2.75.

Screws, selling discounts are: Flat heads, bright, 85; brass, 75; round heads, bright, 80; brass, 75 per cent.

Steel: Tire, $2.75; Spring, $3; Machine, $3.50; Sleighshoe, $2.75; Toecalk, $3.75; Cast Steel, lb., 8½ to 13c. (All quotations base).

White Lead: Canadian, 25 and 50-lb. irons, $6.50; Brandram's B.B. genuine, 25, 50 and 100-lb. irons, $7.50.

Zinc: Casks, $6.50; smaller quantities, $7; spelter, lb., 6¾c.

Pig lead: English, $5; Canadian, $4.75; sheet lead, rolls, cwt., $5.50; smaller lots, cwt., $6.

Glass: 1st break, 50 ft., $1.65; 2nd break, 50 ft., $1.70; 3rd break, 50 ft., $2.25; 1st break, 100 ft., $3; 2nd break, 100 ft., $3.25; 3rd break, 100 ft., $4.

Tin: Ingot, lb., 36 to 37c.; coke tin plates, $4.25 and upwards, according to quality and quantity; turpentine, cask lots, per gal., 75c.; smaller quantities, per gal., 85c.

Linseed oil, bbls., per gal., 60c.; smaller quantities, per gal., 65c.

* * *

A. M. Bell, of the hardware firm of A. M. Bell & Co., has gone on a business trip to Newfoundland.

* * *

The hardware firm of Cragg Bros. & Co., who are making a specialty of sporting goods this season, are offering a handsome cup for competition by the Halifax Amateur Baseball League.

NEWCASTLE, N.B.

April 28.—The Drummond Iron Mining Co., who intend opening up their iron deposits near here this summer, are seeking concessions from the Provincial Government re water power rights in the Nepisiquit river. The latter are very valuable.

* * *

It has been found that the prospects for shipping facilities at and near Bathurst are very poor. On the other hand, Newcastle has ample facilities, and this town will probably be the shipping port for the iron ore.

* * *

The Ferguson Mines, which lie southwest of the Drummond property, are still nearer Newcastle, This is the natural port for both.

* * *

Newcastle Board of Trade is taking the necessary steps towards inducing the Drummond people to take advantage of this town's favorable situation.

* * *

Gold has been discovered in Restigouche county, and it is stated by W. A. Mott, ex-M.P.P., one of the prospectors, that the ore assays up to $57.67 to the ton.

* * *

The hardware branch of H. H. Dryden, Sussex, has been sold to Edward Connelly and W. S. Fairweather. Mr. Dryden's tinware factory has proved such a success that he must devote all his attention to it, hence his sale of his hardware business.

* * *

Jones & Schofield have just completed arrangements for a new warehouse in Campbellton. This firm opened in Campbellton five years ago, under management of T. H. Cochrane. The Campbellton branch supplies the whole Bay Chaleur district.

* * *

Geo. G., Hedley V., and Roy A. Milbury, of Peel, and John and Charles Crawford, of Aberdeen, Carleton county, have formed the Runabout Lumber Co., with capital of $5,000.

ST. JOHN, N.B.

April 28.—Housecleaning time with its demands for tubs, pails, brushes, paints, etc., has kept the merchants busy lately and the windows of all the hardware stores are now arrayed with these spring necessities. The advent of a few warm springlike days has given quite an impetus to trade. The opening of the river has also brought down a large number of country people who have made up for their lack of opportunity during the winter by purchasing quite heavily supplies for repair work, etc. Some very respectable shipments have been made on the river boats by local merchants.

* * *

Fredericton and Moncton are making a determined effort to secure a grant of $50,000 for a Dominion exhibition to be held in 1909. Moncton took up the matter last week and appointed a committee to wait on the Government and a few days later Fredericton also took steps to obtain the grant for that city. In both cities the Boards of Trade and City Councils are working energetically to get the coveted grant. It is possible that St. John may now awake and have a try for it also.

* * *

There is considerable interest in Fredericton and vicinity over the matter of an application of the Fredericton Board of Trade to the Railway Commission for an order to compel the C.P.R. and G.T.R. to remove the present differential freight rates against Fredericton and in favor of St. John. The case was given a hearing at Ottawa on April 23 and O. S. Crockett, M.P., appeared for the complainant. He pointed out that the freight rates were the same between Montreal and Fredericton and Montreal and St. John. They has been the same from points west of Montreal until November 15, 1904, when the C.P.R. and the G.T.R. established a differential rate against Fredericton ranging from 2½ to 8 cents per 100 pounds. Mr. Crockett pointed out that this discrimination was unjust and undefensible. The mileage was less to Fredericton by both roads than it was to St. John. The roads made the excuse that there was competition by water in the case of St. John. He pointed out, however, that the rates were precisely the same from Montreal to both Fredericton and St. John.

E. Tiffin, general freight agent of the I.C.R., was examined and testified that the discrimination was unjust and should be removed.

Mr. McInnis, of the traffic department of the C.P.R., defended their action because of water competition which may some day exist.

The St. John Board of Trade wished to send a delegation to be heard against the Fredericton petition, but the commissioners thought it unnecessary. At the time of writing no decision had been arrived at.

* * *

The Moncton Board of Trade at a meeting last week decided to petition the Government for an armory for Moncton, and request the Marine Department to construct lighthouses along the Petitcodiac river for the benefit of navigation.

* * *

Supplementary letters patent have been issued to T. McAvity & Sons, hard-

ware dealers and manufacturers of iron and brass goods, permitting the increase of the company's capital stock from $600,000 to $1,000,000. Of this extra $400,000, $150,000 will be ordinary stock and $250,000 preferred.

* * *

A meeting of H. L. and J. T. McGowan, Ltd., painters and dealers in painters' supplies, was held on April 23. H. L. McGowan, J. T. McGowan, John J. Trainor, William H. Stewart, and S. J. McGowan were appointed directors, and the following officers were elected: H. L. McGowan, president; J. T. McGowan, vice-president, and S. J. McGowan, secretary-treasurer.

* * *

The St. John river is now open for navigation and the river steamers are kept busy carrying large freights both up and down. The indications for a good log-driving season are very bright and there will, no doubt, be plenty of logs. The lumber market, both in the United States and Great Britain, is, however, very much below what it should be and it is possible some of the mills here may close down for at least a part of the season or until the market strengthens.

Trade Doings in Ontario

Chatham Merchants Refuse to Pay Cartage Charges—Bicycle Business Brisk at Galt—Guelph Water Commissioners Criticized—Dennis Wire and Iron Company Enlarging Its Plant—Hamilton Shipping Grievances—Ingersoll Foundry Co. Enlarging.

CHATHAM.

April 28.—At a meeting held on Monday evening the local branch of the Retail Merchants' Association took a most decided stand in the matter of unjust cartage charges. A clear cut and explicit form of protest was adopted. It was decided to have 3,000 cards printed; these will be handed by retailers to all travelers as a basis of negotiations and will be attached to all mail orders. The cards are to read as follows:

"NOTICE—We will, in future, require all goods purchased delivered free on board cars at the point of shipment. We will pay no cartage charges. All shipping bills must be marked 'Not carted'. Adopted by all sections of the Retail Merchants' Association, April 27, 1908."

Since the last meeting of the local R.M.A., two weeks ago, the matter has been in the hands of a committee of three, two of whom, A. D. Westman and Peter Cunningham, are hardwaremen. The above protest, presented by Mr. Cunningham at Monday evening's meeting and unanimously adopted, was the result.

The matter of boxing, also referred to the committee, was laid over, pending the contemplated action of the Ontario Retail Hardware Dealers' Association.

At Monday evening's meeting a number of other questions of local interest were discussed. The organization of the various sections of the local R.M.A. branch is to be proceeded with at once.

* * *

The local papers this week reproduced an extract from the last issue of Hardware and Metal, containing a report of part of the proceedings of the Provincial Hardware Association, apropos of cartage and boxing.

* * *

The grocers are discussing the question of a central delivery system, to be owned and operated by the grocers, on the same lines as systems in Ann Arbor, Adrian, Pontiac and other Michigan points. At the R.M.A. meeting the matter was informally discussed, and Chairman Anderson suggested that the hardware men might come in, too. As Mr. Cunningham pointed out, however, the hardware business, except for light goods, could hardly be handled by such a system, especially as, with stoves, for instance, a couple of men are expected to accompany a delivery and the rig must wait an hour or so till they return. Nevertheless, the hardwaremen locally, wish the grocers every success in their venture.

* * *

The Chatham Motor Company is once more running under the management of Ira Teeter, a well-known carriage man. Mr. Teeter states that a full complement of hands are employed, and that the outlook is exceptionally bright, a large number of cars having been placed.

Another industry which is expected to start running in the course of a few weeks is W. M. Drader's box factory.

* * *

A branch office of the Energine Refining Company has been opened in the Brisco Block, to handle "energine," the new substitute for gasoline as a motive power. The branch is under the management of R. M. Brisco. Gasoline will also be handled and repair and electrical work done. There is a sort of gasoline war on just now, prices having dropped considerably from the abnormally high level of last year.

GALT.

April 28.—Paint, paint, paint, is the cry in Galt at present, and the hardware dealers are kept busy supplying the unprecedented demand. They are not complaining, however, and the supply is quite sufficient to meet the demand, which is probably accounted for by the many new houses in course of erection, and by the reason that because of the present somewhat quiet times many houseowners are taking advantage of the fact and having their premises put in first-class shape. And the town certainly shows a vast improvement. Along general lines, business is good, and the merchants are confident that the volume of business this year will not be behind that of other years.

* * *

G. U. McFarland has returned from a business trip to Toronto, where he purchased a big shipment of wheels.

* * *

The demand for fishing tackle as the season for trout-fishing approaches, has greatly increased. W. G. Seyffert, the Ainslie St. dealer, reports big sales of tackle and fishing accessories. There are several good trout streams near Galt, and Friday next will undoubtedly see some good catches.

* * *

The Retail Merchants' Association of Preston is an energetic body. At a meeting on Monday evening they decided to impress upon the town council of that town the urgent need for a hawkers' and pedlars' by-law. The delinquent list, which is now in operation in that town is proving of much benefit to the local merchants.

* * *

The Galt Brass Company is exceptionally busy, a night staff being found necessary.

* * *

Dietrich's saw factory is running full time, and have been all season. They state that the condition of the trade in their line is perfectly satisfactory, and the same report comes from Sheldon's, manufacturers of plumbers' supplies.

* * *

Lockhart & Co. have secured the contract for the plumbing for the new pavilion in Victoria Park, which must be completed before June 1. Although the time is somewhat short, Mr. Lockhart anticipates no difficulty in complying with the terms of his contract.

* * *

Harry Dakin, for some time connected with the Galt Electric and Gas Fixtures Co., has severed his connection with that firm and will open out in business for himself on premises on Main St. Mr. Dakin has many friends in Galt who will accord him hearty support in his new venture. The management of the Galt Gas and Electric Fixtures Co. has been taken over by Mr. W. E. Fewings, of London, vice-president of the company, who has removed his family to Galt.

* * *

The yearly agitation for a summer half-holiday for the clerks is on again. It is a yearly affair, but as yet, owing

to lack of concerted action the clerks have not gained the desired end.

* * *

There are big things in prospect for the plumbers of Galt. Some years ago the town spent $300,000 in constructing an extensive sewer system and up to the present very few citizens have taken advantage of it. The Board of Health has now stepped in and will recommend that a certain section of the town, yet to be mapped out, be forced by a by-law of the council to connect with the sewer system. This will mean the abolishment of all outside privies and the installation of up-to-date sanitary conveniences. When it is considered that the portion of the town selected will probably be a fifth of a mile square the number of services to be installed can be easily judged. The Board of Health decided that such a step was necessary in the interests of the health of the town.

* * *

Your correspondent has recently interviewed the two local dealers in bicycles regarding the probability of a revival of the demand for bicycles during the coming season.

G. U. McFarland was confident that the number of wheels sold this year would far exceed that of last year. "I have every reason to believe that such will be the case," he said. "For the past two, in fact, three years, there has been a decided increase in the number of wheels sold. Last year was an exceptionally good year, and from present indications the demand this year will be much greater. Of course, practically all the wheels sold are for convenience, rather than pleasure. Many business men recognize the fact that a bicycle is very convenient for short trips about town, while others supply them for their messenger boys. The day of the bicycle as a pleasure bringer is undoubtedly past. It is now being recognized as a necessity, and for this reason the sales have been gradually increasing. The purchasing public does not care for a fancy wheel. They demand a good, serviceable machine which will stand the wear and tear of the roads without the necessity of too frequent trips to the repair shop.

"I have laid in an exceptional number of high-class wheels and expect to find no difficulty in disposing of them."

"How about ladies' wheels?" he was asked.

"Well," was the answer, "it is more difficult to sell one ladies' wheel than one hundred men's wheels. I carry a very small stock of this wheel, as they are only used by ladies residing some distance from town."

W. Dunn, who always carries a large stock of wheels, confirmed the statements of Mr. McFarland, and said that the prospects for the coming season were better than for some years. "There will undoubtedly be a revival of interest in wheeling," said Mr. Dunn.

GUELPH.

April 29.—There will be no Thursday half-holiday for the clerks this summer. This was definitely decided at a meeting of the executive of the Retail Merchants' Association on Friday evening last. The Clerks' and Salesmen's Association presented a petition from the majority of the merchants on Wyndham St. and pointed out that the decision had been made when only a few members had been present, but the executive could not see it in that light. The executive also had under consideration the new system for collecting delinquent accounts, which is being organized, and which, it is hoped, will prove a solution to many of the problems of the retail merchants in getting bad accounts off their books. The committee appointed to canvass the lower portion of Wyndham St. report that almost every merchant was favorably disposed to the system.

* * *

The contract for the remodelling of St. Andrew's Presbyterian Church has been let to J. W. Oakes, of this city, at a contract price, exclusive of heating, of $5,000.

* * *

The Board of Works have recommended to the city council that tenders be called for a concrete or stone bridge at the foot of Eramosa Road Hill, in place of the present unsafe steel one.

* * *

The Presbyterians of Hespeler have decided to erect a new church this summer, to cost $20,000 and work on which is to start immediately. The site selected is that belonging to the Canadian Woolen Mill Co., on Queen St., opposite and facing Cooper St.

* * *

B. Jennings, an employe of the Parkin Elevator Co., Hespeler, left last week for his old home in Holbeck, Bradford, Eng., where he has been left considerable property.

* * *

Arthur has received the definite promise, from high officials of the company, of the erection of a new Canadian Pacific Railway station, to cost it is said, about $6,000.

* * *

Peter Nicholson, Moncton, N.B., has been awarded the contract for building the sedimentation basin for the Goderich water system at a meeting of the water commissioners held last week. The price is between $8,000 and $9,000. Mr. Nicholson was in Goderich during last week, arranging the matter.

Contracts have been awarded for the laying of mains, hydrants and other necessary materials for the erection of a stand-pipe for the water works system in Palmerston, to cost in all $25,500. The successful tenderers were: J. F. Connolly, Toronto, labor and material, $3,856; Gartshore-Thompson Co., Hamilton, pipe and special castings, $11,658; Canadian Fairbanks Co., Toronto, hydrants, boxes and spindles, $2,082; Hunter Bridge and Building Co., Kincardine, standpipe, 20 feet in diameter and 100 feet high, $5,500.

* * *

The Guelph Board of Trade held their annual meeting on Tuesday last, when the officers were elected. The Humphries Mfg. Co., of Mansfield, Ohio, wrote enquiring as to whether the Council or Board of Trade would like to go into a proposition for the establishment of a factory for the manufacture of sanitry enameled ware bath tubs, sinks, etc. Thomas Curry wrote from Pittsburg, enquiring as to the establishment here of the steel plant spoken of two years ago.

* * *

Some talk has been caused in local municipal circles and amongst Canadian manufacturers of tile pipe by the action of the Guelph Water Commissioners in awarding the tenders for the pipe to be used in connection with the water works extension scheme, which will involve an amount of $25,000, to the Lyth Tile Co., of Buffalo, whose tender was only $500 lower than that of the Mimico Pipe Co. The Hamilton Co. put in a lower tender than either, but Engineer Davis refused to pass the samples of pipe submitted.

HAMILTON.

April 29.—Once again the hardware retailers are down in the dumps over the condition of trade. A few weeks ago the weather man sent along a brand of his goods that made a good sale of gardening tools, paints, oils and other spring goods, but for the past week or so a cold siege has set in and very little business in these lines of goods has been doing.

* * *

Chief Justice Mulock gave a decision in Toronto on Monday in favor of H. P. Coburn, of the Sawyer, Massey Company, of this city, against E. R. Clarkson, for $5,000. The suit arose over the affairs of the Canadian Oil Company. Mr. Coburn claimed that Mr. Clarkson induced him to put $5,000 into a scheme to merger the Hamilton and Sun Oil companies, with a capital of $1,500,000. Mr. Coburn put in $5,000 on condition that he could draw it out if he wanted to. The latter later claims to have found that the Sun Oil Company was not on a paying basis and as Mr. Clarkson refused to allow him to withdraw his $5,000 from the company he applied to the courts and the defendant was ordered to pay back the money and Mr. Coburn to turn over the shares in the oil merger.

* * *

The William Peace Company has been incorporated, with a capital of $40,000, to carry on the manufacture of wood, iron and other metal ware. The incorporators are, W. L. Peace, W. E. Millward, S. G. Richardson, H. S. Lees, Oswald D. Peat, all of this city.

* * *

A permit was issued this week for the erection of the Southam Hospital for Consumptives, at a cost of $12,000. The new building will be erected on

the city hospital grounds and will be the most up-to-date institution of the kind in the country. William Southam, of the Spectator Printing Company, has donated it to the city. Stewart & Wilton are the architects, and only two of the contracts have as yet been let. Yates & Company secured the contract for the masonry work, and Peter Patterson the carpenter work.

* * *

The local Board of Trade has addressed a long letter to Justice Mabee, of the Railway Commission, setting forth the grievances of shippers. The communication was sent with the object of securing proper protection for shippers and consignees against the unreasonable unbusinesslike and unfair methods now in force by transportation companies in the shipment of goods to flag stations, the great delay in the adjustment and settlement of claims for overcharge of weights, freight rates, lost goods, or goods pilfered or damaged in transit, and to provide some simple and effective methods of overcoming the difficulties under which the trade has suffered for years.

The board suggests for the benefit of the commission that railway companies and other carriers should be compelled to honor foreign bills of lading for any goods carried over their lines and that consignees and shippers should be protected on the charges and safe delivery. If a dispute should arise by reason of excessive charges or damage, the local board contends that the consignee should be protected by the railway and boat companies, in like manner holding the carrier from whom they took delivery to account in the event of damage or overcharge, the idea being that a foreign bill of lading should be honored and protection afforded against damage or overcharge back through the connecting companies until it reaches the company that issued the same and accepted the goods for shipment.

The board claims that the companies have no well-defined printed regulations for the guidance of shippers and consignees in filing claims and that it would seem that the system was calculated to discourage the filing of such claims. Complaint is also made that some of the claims are so small that under the present law whereby evidence in such cases has to be taken by witnesses and not by affidavits, the expense is so great as to render it not worth the expense to push the claims. The board further urges that the railways be compelled to provide some form of protection for goods consigned to flag stations and that consignees be notified when way freights will stop at certain stations.

Still another important recommendation is that when claims amounting to under $200 are made, which the railway companies refuse to settle for, or that railways may have against shippers, should be tried by a division court judge upon affidavits supplied by railway companies, shippers and consignees, it being optional to the complainants and defendants as to calling witnesses; both sides to pay their counsel fees, the loser to pay court costs, which shall not exceed ten per cent. of the claim.

The local board invites other Boards of Trade throughout the country to address letters to the commission on the subject and hopes that at some future time a conference may be arranged with the commission for the purpose of adjusting matters satisfactorily to the shippers and the transportation companies.

* * *

The Gurney Scale Company is working hard on the contract for eight new scales for the new C.P.R. elevator at Ft. William. The scales will have a combined capacity of 16,000 bushels, or a capacity of 2,000 bushels each.

INGERSOLL.

April 28.—The Ingersoll Foundry Company, a flourishing concern with a bright future, recently made a proposition to the town council for a loan of $6,000, which they have since withdrawn. At the time the proposition was made to the council the company very clearly outlined their plans for extending their business, pointing out the necessity of greater accommodation and equipment to keep pace with their constantly increasing trade. The fact that they have since decided not to ask for a loan, and that they will not deviate from their original calculations as to the proposed expansion, speaks volumes for their business acumen and the confidence which they have in the prospects for a growing trade. It is the intention of the company to bring a new proposition before the council, which, it is understood, will be easy to comply with.

The property on Victoria St. known as the Bell Mill, will be acquired by the company and remodelled during the next month or two, and it is expected that the company will have their plant in full swing by the first of July. The company expect to commence operations in their new premises with a staff of twenty-five or thirty men, all of whom will be paid good wages. The company, according to the manager, Mr. McCulloch, have sufficient orders in prospect to keep their staff employed for several months. This is the kind of an industry—with a solid foundation and a bright future—that citizens like to see and it should prove of much benefit to the town.

KINGSTON.

April 29.—The various merchants here report a good trade. A fair amount of business is being done, but is not as brisk as is usually expected at this time of the year. The bicycle repair shops are places of great activity at present. In some of the shops the "silent steeds" awaiting repairs are stacked in almost an endless maze. The bicycle men report that cycling will be more popular here than ever this year.

* * *

The Kingston Foundry Company have been awarded the contract for erecting iron fire escapes on the various wings of the general hospital here. All the public buildings of this city have been called upon to erect fire escapes, and tenders for this line of work are being called for.

Partridge & Sons, of the Crescent Wire Works, are at present busy preparing for their removal to their new place of business on King St. west. They have erected a large wire sign eighty-five feet long at their new premises.

* * *

The contract tendered on last fall for the laying of a four-inch cast iron water main and a nine-inch tile sewer on St. Mary's-of-the-Lake property, King St. west, has been awarded to Simmons Bros., for the laying of the water main and to Elliott Bros. for supplying of tile. The drain is about 330 feet long.

* * *

H. T. Mooers, Kingston, was the lowest tenderer for the extension to the Brantford water works. The tenders were as follows: H. T. Mooers, $15,000; Thomas Riley, St. Catharines, $16,550; W. G. Elliott, Brantford, $22,404; Secord Company, Brantford, $23,978.

* * *

A schedule of wages for the season's work has not yet been agreed upon between the journeymen and boss plumbers. Some time ago the former submitted a schedule calling for an eight-hour day and an increase in wages from $2.26 to $2.40 per day. This was later withdrawn by the journeymen and no further demand has since been made.

* * *

A meeting of the Board of Education was held Monday night to deal with the question of placing fire escapes on the different schools. Six tenders were received and opened. The lowest figure was that of the Shipway Iron, Belt and Wire Manufacturing Company, of Toronto, viz. $1,854, which was much less than the next lowest tender, and the committee recommended that it be accepted. The other tenders were as follows: Page Wire Fence Company, Toronto, $3,274; G. B. Meadows, Toronto, $2,649; Parkin Elevator Company, Hespeler, $2,400; W. Cockburn, Kingston, $2,250; Selby & Youlden, Kingston, $2,224.75.

* * *

The Kingston Locomotive Works has now in operation a powerful lifting magnet for easier handling of iron and steel. The magnet, which is thirty inches in diameter and ten inches thick, is used in connection with a crane. The magnet raises the most heavy pieces of steelwork, without the aid of chains as had to be used formerly. Both time and expense are thus saved. The work of the magnet has been watched with interest during the past few days.

* * *

A new scheme has been adopted by a number of the leading retail merchants of this city (of which a large percentage are hardware merchants) in order to bring the farmers of the surrounding district to the city in greater numbers and induce them to trade at the various places named in a booklet, giving full particulars, which is now being print-

ed and will be mailed to 6,000 homes in the surrounding counties Formerly single fare rates were allowed within a certain distance, on the different railways, once a week, for the benefit of the farmers, but this has been stopped for some time, and a large number who then took advantage of the cheap rates, do their ordering through pedlars along the road, or through the mail order business with some of the firms in the larger cities. This has interfered greatly with the country trade which the merchants of Kingston have shared in the past. A strong effort was made by the merchants of the city and also by the Board of Trade to have these special Thursday rates granted once more, but the railway companies refused, so in order to again secure the trade of their country customers the merchants have been forced to find some means in which to give all customers coming to the city, over the different railways, within a certain distance, a first-class single ticket free. This free ticket will be given only on Thursday and Friday of each week, commencing April 30th, and in order to secure this ticket the customer must purchase a return ticket from the station, where they start from, and must also make all purchases from the list of merchants given in the booklet, and when their purchases from these different merchants amount to ten dollars or over, they will be given in cash, the price of a first-class single ticket to the station from which they started, by calling at the Board of Trade rooms and presenting their bills to the secretary there. The customer is not bound to purchase the full amount from any one certain merchant, in this case, but providing the total amount of their purchases from any of the merchants named on the list amount to ten dollars or more, this ticket will be given. The amounts will then be placed against each merchant, who will be billed each week according to the amount of goods sold by him. There are at present 37 names on this list, this number includes most of the leading retail merchants, in all branches of trade in the city.

PETERBORO.

April 29.—With the advent of spring the sale of gardening tools takes the lead, and all the hardware stores in the city have their windows dressed appropriately.

* * *

When the cellar begins to be excavated is the time, remarks a hardwareman, to interview the contractor with a view to obtaining his patronage. One of the hardware stores in the city keeps a man regularly on this job, watching for the turn of the sod.

* * *

Indian families at Devil's Elbow, Rice Lake, who are catching muskrats there, have some novel houses that were built very cheaply. They have ingeniously constructed a paper house, using a wooden framework covered with building paper, and having the seams covered with basswood bark. They claim that it is much warmer than a tent and just as much waterproof. The houses are constructed at a cost, exclusive of labor, of about half a dollar each, and the Indians claim they are just as warm as the ordinary summer cottage.

* * *

W. C. Ferguson, of the Kingan Hardware Company, was in Toronto last week, attending the semi-annual meeting of the Ontario Curling Association.

* * *

Unusual activity in building among the farmers is reported this spring. This is explained by the fact that the building operations in the city are somewhat slack, giving the contractors a good opportunity to go to the country. During the winter the farmers have secured considerable lumber and hardware and at the present time there are a large number of houses under way.

* * *

In connection with the charges made by E. R. Stocker against the plumbing work at the new collegiate institute and north ward school buildings. W. H. Meaddows, an expert from the health department of Toronto, arrived in the city on Tuesday and has begun his work of investigation. Besides determining the quality of material used at both these schools, the Board of Education have decided to have the Toronto expert examine the plumbing at the new King Edward public school also, so as to know exactly the conditions existing. E. R. Stocker, who was employed with C. A. J. Duranceau, the plumber who had the contract at the first two schools mentioned, claims that his employer used lighter pipes than the specifications called for. The report of the investigation will be made known at the next meeting of the Board of Education.

* * *

The contract for the erection of the new curling rink was let on Monday of this week to James Montgomery, of Peterboro.

LONDON.

April 28.—With jobbers trade continues good. Last Saturday was probably the busiest day since Christmas, with local hardware men. A good farmers' trade was done, and as soon as the weather becomes settled and building operations get going in earnest dealers will be kept busy. On all sides a hopeful feeling prevails.

* * *

The promotors of the new plough works, who, it was hoped would take hold of the defunct Wilcox Manufacturing Company's factory here, have it is said, decided to locate at Port Stanley.

* * *

Col. Gartshore, vice-president and manager of the McClary Manufacturing Company, accompanied by Mrs. Gartshore, has left for Prince Rupert, the Pacific terminal of the Grand Trunk Pacific Railway. The McClary Company has already made shipments to the embryo city, being probably the first to get goods there. The trip will cover between 7,000 and 8,000 miles and they will be absent about six weeks.

* * *

The Purdom-Gillespie Hardware Company is now installed in its handsome new store, 118 Dundas St. The place has been thoroughly renovated and the newest and most modern devices have been introduced. The store is splendidly lighted, and there are separate departments for the various classes of goods. The firm is one of the most progressive in the city.

* * *

There is at least one London industrial concern to which "hard times" are unknown, and that is the Dennis Wire and Iron Works Company Limited. Throughout last fall, during all the winter and up till a month or six weeks ago, the firm was running at full force. Now, after a brief lull, during which a few hands were laid off, they are operating at full speed again, with a staff of from sixty-five to seventy hands and prospects of continuing busy for the remainder of the year are of the brightest. The fact is, there is a demand for the goods of this firm (ornamental metal work) all over the Dominion, and wherever a bank, government hotel or office building is being erected, there you will find the Dennis people "on the job." Recently they have been engaged on big contracts at Montreal and North Bay and they are now looking to the West for a goodly trade. At present they are sending out a handsome catalogue, dealing exclusively with their new metal locker, with combination lock for which there is certain to be a demand. They have secured a piece of land of thirty feet frontage east of their factory, on which they intend erecting in the near future, a substantial addition. The Dennis factory is certainly one of London's going concerns.

* * *

Samuel Stevely, London's stove and tinware mayor, has been re-elected to the office of president of the local Board of Trade.

HOUSE FINISHES.

A descriptive price list booklet has been printed and issued by the International Varnish Co., Toronto, branch of the Standard Varnish Works, London, New York and Chicago. In addition to giving full information regarding prices of the various finishes, etc., some very practical suggestions are given dealing with the different kinds of work varnishes are put to. Still another valuable feature is a general talk on varnish troubles, means being suggested as to how to overcome the difficulties met with in securing perfect results. The booklet is a valuable one and well worth sending for.

West of the Great Lakes

Edmonton Secures New Industries—British Columbia Coast Cities After Trade in Kootenay District—Fires in Retail Stores—New Westminster to Secure New Industries.

EDMONTON.

April 27.—Edmonton will shortly have another new industry in the shape of a box and tub manufactory. The plant which it is proposed to establish will cost about $3,000 and 10 to 12 men will be employed. The company expects to decide upon a site within ten days and to be in operation within a month. The promoters of this industry, W.A. Fife and J. W. Veale, are both local men.

One of the latest additions to the business life of Edmonton, is the firm of Charlesbois & Milligan, an up-to-date roofing and sheet metal firm which has secured offices in the Ross warehouse. Although their machinery has not all arrived as yet, the firm is in a position to carry out any light work and as soon as their heavy machinery is installed will be prepared to undertake any class of work in their line. When in full running order an up-to-date repair department will be one of the main features of their establishment.

* * *

The Edmonton city council have decided to let all the city work possible by contract this year. In pursuance of this policy they called for tenders a short time ago for the supply of material and the construction of the plank sidewalks to be laid in the city this year.

A building company, known as the Home Building Company, has just been organized in the city. J. D. Blayney is manager of the company. It is composed entirely of local men of experience and capital. Besides erecting buildings the company intend to aid in financing any propositions that warrant such assistance.

* * *

The G.T.P. bridge across the Pembina River, west of the city of Edmonton, will be the highest along the route of the G.T.P. It will be about 220 feet high and about 900 feet long.

* * *

The city council recently called for tenders for the supply of material for making water and sewer connections in the city this year. The tenders were opened this week and the Northern Supply Co., of Winnipeg, were given the contract for the supply of brass goods at $1,589. Gorman, Clancy & Grindley, of Edmonton, were given the contract for the supply of galvanized iron pipe at $1232 and the Jas. Robertson Co., Winnipeg, for lead pipe at $5.60 per 100 pounds. The Edmonton Concrete Co.'s tender for sewer pipe, bends, "Y's" and junctions at $7,070, which was $117.50 lower than the next lowest tender, was accepted.

It is understood that the business of The Northern Supply Co., Limited, of Edmonton, manufacturers' agents in building and hardware specialties, hitherto conducted under the management of Sam L. Redson, has recently been augmented by the introduction of Francis L. Sanders and Arthur P. Chattell. The firm has recently moved to 606 Second St., where a full line of samples of all branches represented by them will speedily be on view. Among other contracts recently obtained by the firm, might be mentioned, the supply of Roman Stone—of which they have the sole agency for the province—to the Norwood school and the supply of brass fittings for the water works department of the city.

VANCOUVER.

April 24.—With the more favorable rate from coast cities to the mining districts in the Kootenay and Boundary local dealers expect in time to get in on the business which follows the mining industry. Although Vancouver, Victoria and New Westminster are the cities nearest to these districts, yet the benefit of the trade not only goes to other places to the east, but out of the province. Even with the better rate which has been secured after years of striving, it will take some time to divert trade this way. When the V. V. & E. is completed (a phrase that has been used for many years now) a direct line will be afforded, and this should make a considerable difference in favor of coast dealers.

* * *

Local business continues encouraging, and while the amount may not be quite up to that of last year, when everything was swinging high on the wave of prosperity, the prospects are about the same. On all sides is activity, apart from the lumber industry, with railway construction much to the fore. In the cities, building operations are brisk. A feature was the taking out on Wednesday of the permit for the construction of the huge Imperial Block, opposite the old courthouse in Vancouver. This will cost $400,000, and will be of steel frame construction. The permits in Vancouver should come up to the million mark this month with this big help. Already they are $600,000 ahead of those of last March, which means that without this $400,000 there is $200,000 of an increase. That looks pretty good, especially since every month of this year shows a big advance over the first three months of 1907.

* * *

Tenders are to be called this week for the construction of the new electric line to Chilliwack, a distance of 60 odd miles. Contracts will be let as soon as possible, so that the work may be gone ahead with without delay. Seventy-pound rails are being used, and the company has 7,700 tons on hand already and 400 tons of copper wire. A steam plant is to be installed at once in Chilliwack to fill requirements in the meantime.

* * *

Hardware firms in the province have been suffering by fire during the past week. When the Mahon building was burned in Victoria, one of the losers was the Ogilvie Hardware Company, which had their large stock, including new spring stock, ruined. The loss is placed at $25,000, with insurance of $18,000. Mr. Ogilvie used to be with the Flett Hardware Company, of Vancouver, and went to Victoria a couple of years ago, to start this business, which was progressing finely. The fire handicap will mean a loss of the spring trade.

Prompt measures on the part of the Lawrence Hardware Company, of Revelstoke, prevented a serious blaze. A young man was using a gasolene stove in the storey over the store when an explosion took place. Fortunately it was before closing time, and the store's own hose did good work before the arrival of the brigade, although the fire had crept into that part of the store where many inflammables were kept.

* * *

New Westminster is to have a couple of new industries soon, which, while not on a large scale, indicate a steady development. One is a pulp mill, which will be established in connection with the British Columbia Box Factory, and the other is a pottery and tile works. Ewen Martin has the latter in mind, since he has a nice deposit of clay on his property in Burnaby, just outside the city. Brick will also be manufactured.

* * *

At the meeting of the North Vancouver Board of Trade on Tuesday night, a communication was received from T. F. Woodhall, of Calgary, asking for particulars on the outlook for a hardware merchant in the growing suburb across the Inlet. Information will be sent.

* * *

The Polson Iron Works, of Toronto, are placing a number of their engines in steamers which are being constructed on the coast. The Distributor, a craft for the G.T.P., and the Port Simpson, a new boat for the Hudson's Bay Company, for Skeena River navigation, have both been outfitted by this firm. With the development out here, there is much construction going on in the shipyards. Smaller engines are manufactured locally and the larger may be produced in the city, but marine engines are brought to a large extent from the east or the Old Country.

* * *

The time limit for the reception of tenders for the steel work for the bridges which are being erected by the city across False Creek will expire today, but it will be a few days before it is known who is the successful tenderer. The contract will be for 2,800 tons of steel, and many of the large bridge construction firms both in Canada and in the Old Country are in the bidding.

* * *

Harold Harvey, formerly with J. H. Ashdown, Limited, of Winnipeg, is

spending a few days in Victoria. He has joined the traveling staff of the B. C. Paint Company, of Victoria, but will make his headquarters in Calgary. He will leave for there in a few days.

* * *

The migration to the west is further shown by the removal to Chilliwack of J. F. Semple from Charlottetown, P. E. I., who has brought his family with him. Mr. Semple has, with his cousin, John Semple of Vancouver, purchased the blacksmith and horseshoeing business of T. B. Grant, in Chilliwack, which was formerly carried on by T. Knight, Jr.

* * *

A 20 h.p. engine is being placed by J. H. Lancaster in his sawmill at Upper Hat Creek, in the Cariboo.

* * *

Hughes & Milburn will commence the manufacture of cement blocks at Olalla, near Keremeos in the Similkameen, as soon as their plant arrives. If they can get suitable clay they will also make bricks. Building material is coming more into demand in that district since settlement is following the railway, which has reached that point.

ERROR IN PRICES.

Through an error the prices quoted in the advertisement of the Hamilton Rifle Company, in Hardware and Metal of April 4 and 18, were the American, rather than the Canadian list. The correct prices for Canada are: Model 27, $2; O27, $2.25; 15, $2; 19, $2.50, and 23, $3.50.

SAMPLE RAZOR FREE.

H. S. Howland Sons & Co., Toronto, have been appointed sole Canadian agents for the "Yale Safety Razor and Stropper." This razor is said to embody in a natural way the correct shaving principle of the ordinary type of razor. A sample will be supplied to any dealer who forwards a request at once.

TRAVELER LOST SUIT.

Wm. Croft & Sons, wholesale fishing tackle merchants, Toronto, sued C. W. Evans, a former traveler for the company, in the County Court before Judge Winchester last week to recover $281.40. The company claimed that the money was due by an agreement made by which Evans was to act as traveler, he undertaking that the cost of selling the goods should not exceed 12 per cent. The cost did exceed 12 per cent., it is claimed, by the amount sued for.

Evans put in a counter claim for $328.20, maintaining the plaintiffs did not live up to the agreement, discharged him and did not pay him his full wages.

Judge Winchester found that Evans had not been discharged, gave the plaintiffs judgment for $258.95, and dismissed the counter claim.

George Taylor, manager of the Eastern Construction Co., Boston, and secretary of the Canadian Club in that city, is in Montreal, on business.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

AGENTS WANTED—United States firm manufacturing a well known and widely advertised Safety Razor would like to secure a Canadian agent. For full particulars address Box 716, HARDWARE AND METAL, Toronto. (tf)

AGENCIES WANTED

YOUNG MAN with retail hardware experience wants agency for hardware specialties. Box 718, HARDWARE AND METAL, Toronto. [17]

MANUFACTURER'S AGENT, resident at Cobalt, desires agency for mining and mill supplies, general hardware, etc., for northern Ontario. Calling upon mining, milling and construction companies, hardware stores, etc.; 2 years experience northern Ontario, 5 years general hardware. Agency Box 394, Cobalt. [20]

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, Stove and Tinware business in thriving town in Ontario, surrounding county thickly settled with good farming community. Stock and fixtures about $6,000 which can be bought on very good terms as present owner has other interests that require his attention. Box 711, HARDWARE AND METAL, Toronto. (18)

FOR SALE—Hardware manufacturing business, well equipped factory, adjacent to the city of London. Taxes low, private siding connecting with all railroads; splendid opportunity for any individual or company wishing to engage in the manufacture of builders' hardware. London & Western Trusts Co., Limited, liquidator Wilcox Mfg. Co., London, Ont. [18]

FOR SALE—Hardware, stove and tinware business, in one of the best towns in the Ottawa valley. An exceptional opportunity for anyone looking for an established business. Apply Box 717, HARDWARE AND METAL, Toronto.

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—To exchange, two Winnipeg city lots, valued at $250, for set tinsmithing tools. Apply Box 89, Vernon, B.C. (19)

A SECOND HAND set of tinsmith tools. Box 128, Atwood. (19)

BUSINESS CHANCES

$3,000 worth of clean, up-to-date hardware for sale. First $1000 at 90c., second $1000 at 80c., balance at 70c. on the dollar. Will deliver within 200 miles of Fenelon Falls. Apply J. L. Cooke, Coboconk.

WANTED—One or more traveling salesmen who visit the hardware, cutlery and sporting goods trade, to take a line of Star Safety Razors and accessories as a side line on a commission basis only. Kampfe Brothers, 8 Reade St., New York City. (19)

BUSINESSES WANTED

PLUMBER and steamfitter would like to purchase a plumbing business in good lively town, or take an interest in one. Box 719, HARDWARE AND METAL, Toronto. (18)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—1 blacksmith's bellows, 32 in., at $4.50; 1 Peter Wright anvil, 216 lbs., at $19; 360 lbs. seat and buggy springs, assorted, 4, 3, 2, 1 sizes, at 4c. lb.; 200 lbs. horseshoe nails, "M" brand, No. 9, countersunk head, at 9c. lb.; 250 lbs. horseshoe nails, "Acadian," assorted, Nos. 11 and 9, C.H., at 7c. lb. All new stock. Prices f.o.b. Paisley. A. Sinclair Estate, Paisley, Ont. [18]

WE have a set of Tinners' Tools for sale which we purchased in the bankrupt stock of Dreany Bros. Will sell cheap for spot cash. John Bailes & Sons, Cobalt. (20)

SET OF TINSMITH'S TOOLS, only used two months. Box 52, Shelburne, Ont. [18]

FOR SALE—Contents of a complete creamery for sale cheap; all in good order. W. B. Clifton, Box 194, Alliston, Ont. [19]

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Hardware salesman, must be first class man, good stock keeper and window dresser Apply, stating age, experience and salary expected, to Peart Bros. Hardware Co., Ltd., Regina, Sask [18]

TINSMITH WANTED, steady job, $12.00 per week, with chance of advance; must be steady and capable. J. B. Furniss, Sunderland. (21)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION wanted as traveller for Stoves, Furnaces or Tinware. Good connection, first-class tinner. Box 712 HARDWARE AND METAL, Toronto.

WANTED—Position as hardware clerk or travelling salesman, 12 years experience in old country; good references. G. Gardner, 228 Palmerston Avenue, Toronto. (18)

WANTED—By manufacturing company, a traveller having good connection with wholesale hardware trade in city of Montreal. Apply to Box 720, HARDWARE AND METAL, Montreal.

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, May 1, Room 511, Union Bank Bldg, Winnipeg

Seeding is now almost completed and the increase in the acreage under crop is estimated at 25 per cent. Weather conditions continue favorable and business is showing considerable improvement in sympathy with the brighter outlook.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 82c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13 $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0, to No. 1, $4,65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90: No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; No. 4, 32c; No. 5, 30c; No. 6, 28c; No. 7, 26c; No. 8, 24c; No. 9, 23c; Nos. 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.: No. 4, $5.25; No. 5, $4; No. 6, $3.50; Nos. 7 to 9, $3.25; Nos. 10 to 14, $3. Discounts on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4,75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts, Bolts—Bolts, carriage, 3-16 and ¼, 65 per cent.; 5-16 and ⅜, 60 per cent.; 7-16 and larger, 55 per cent.; bolts, machine, 3-8 and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾; small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10 per cent.; copper rivets: No. 7, 29c per lb.; No. 8, 29½c; No. 9, 30½c; No. 10, 31¾c; No. 12, 34c. Copper burrs, No. 7, 39c per lb.; No. 8, 40c; No. 10, 43c; No. 12, 46 cents. Copper rivets and burrs: No. 8, 30½c per lb; No. 9, 33c per lb.

Green Wire Cloth — $1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16. $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½ per cent.; and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Builders' Hardware, Locks, etc.—All Peterboro and Gurney lines, 45 p.c. discount from list.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾.

Building Paper—Anchor, plain, 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; Jubilee tarred, 84c; Buffalo plain, 60c; Buffalo tarred, 62½c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing. 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off; American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge, black, soft, $18; 10 gauge, $22.50; 12 gauge, smokeless, chilled, English, $24; Canadian, $23; 10 gauge, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs. $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder. F.F. keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.50. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8 for cask lots, and $8.50 for broken lots.

Pig Lead—Average price is $5.50.

Lead Pipe—Quoted at $7.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in. $2.70: ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75, 1¼, $32.30; 3½, $40.50; 4, 46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, 11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4,65; 26. $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box $13.50; ½ box, $7.

Terne Plates—I.C. plates quoted at $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder. $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gal. Engine gasolene, in barrels, gal., 24c; f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 74c. Linseed oil, raw, Winnipeg, 60c; Calgary, 72c; Lethbridge, 72c; Edmonton, 72c; boiled oil, 3c per gallon advance on these prices.

WESTERN TRADE GOSSIP

C. D. Waldon, of the Pease-Waldon Co., Winnipeg, is in Alberta on a business trip.

J. A. Hunter, of the Pease Foundry Co., Toronto, was in Winnipeg this week visiting the office of the Pease-Waldon Co.

A. E. Karges, Winnipeg, manager of The James Stewart Manufacturing Co., returned to Winnipeg last week from a business trip in Northern Saskatchewan. He reports active business in the northern towns.

A deputation of Winnipeg hardware dealers recently complained that the

city storekeepers' orders for hardware were not being evenly distributed.

C. H. Prest, hardware, purposes removing from Virden, Man., and is selling his stock.

Adam Forbes, hardware, Rathwell, Sask., has secured Wm. Houston, late of Cypress River, to look after his tinsmithing department.

W. R. Burke's "Royal Hardware Store," Gainsboro, Sask., is being overhauled and refitted.

Henry P. Friesen, Hague, Sask., has taken over the hardware business of H. P. Friesen & Co.

The Ogilvie Hardware Company, Victoria, B.C., whose store was damaged by gre recently, carried insurance for $19,000.

The Manitoba Iron Works has the contract for the structural iron and steel for the Dominion Government's examining warehouse, Winnipeg. It will approximate $100,000.

Ontario.

Chas. Martini's hardware store, Rodney, was burned last week.

W. Goshen, hardware, Ripley, has sold his business to H. M. Ellison.

J. T. Hannant, Milton, has sold his hardware business to M. E. Nixon.

Cain Bros., hardware and groceries, Grand Valley, have been sueceeded by Cain & Nelson.

J. Blucher, manager for A. W. Moore & Co., St. Catharines, was a visitor in Toronto during the week.

Alex. Hay, of Padget & Hay, Unionville, Ont., called at the Toronto office of Hardware and Metal on Monday.

D. Milne, Carnegie Bros., Port Perry, was a buyer in Toronto last week and called to exchange courtesies with the editor of Hardware and Metal.

A. M. Hamilton, Warkworth, for eleven years a subscriber to Hardware and Metal, was a caller at the Toronto office of Hardware and Metal last week.

H. J. Morden, Morden & Co., hardware, Port Colborne, has accepted a position as traveler for the James Smart Mfg. Co., Brockville.

J. Walton Peart, of the St. Mary's Hardware, Limited, St. Mary's, is secretary-treasurer of the newly-organized St. Mary's Wood Specialty Company, which will manufacture hockey sticks and wood specialties of different kinds.

A. R. Warren, late of the Warren Sporting Goods Co., Toronto, has established a new sporting goods store at 302 Yonge Street, Toronto, to be conducted under the name of Warren & Ellis. The fixtures are of mahogany, with 60 feet of silent salesmen.

Rice Lewis & Son, Toronto, were awarded the prize for one of the best window displays made during the Horse Show in Toronto. Their showing of cut glass was particularly good, color being given the display by ribbons and by a neat arrangement of horsewhips in semi-circular form in the upper portion of the display. The window was the work of W. E. Knight, manager of the cutlery department. A neat lawn goods display was made in the adjoining window.

Cost—Two Cents

Two cents—a mere postage stamp on your letter to us—is all that it'll cost you to get our catalogue and trade price list. By sending for this catalogue you will see just why it *pays better* to handle

Pease Economy Furnaces

than any other kind. If you have a

PEASE AGENCY

you can be pretty sure of doing most of the furnace business in your locality. You will be in a position to supply the very best heating and ventilating equipment for anything from a cottage to a sky-scraper. And you will be able to *net* profits that are not open to you in any other line of heating apparatus. Every customer you sell will be a *satisfied customer*—and the truest of sayings is that a pleased customer is the best advertisement. Don't remain content with the "good enough"—strike out for the *most desirable* of all furnace agencies, a PEASE AGENCY.

Now is the Time to Act!

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

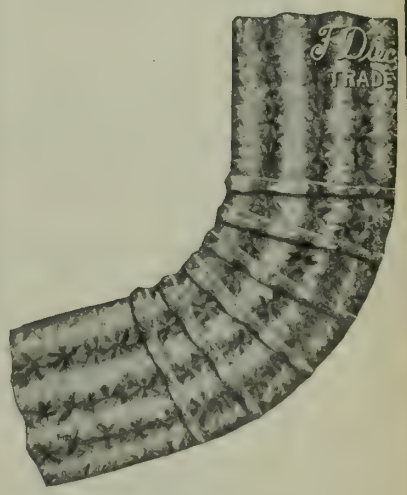
BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

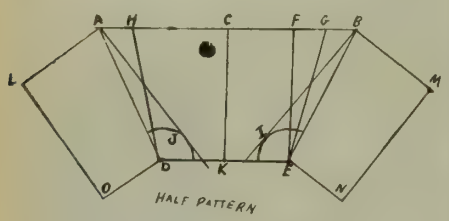
THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR TAPERING ARTICLE

To describe a pattern for a tapering article the base to be a rectangle, and the top square in two pieces, erect the perpendicular line K.C., draw the line A.B. at right angles to K.C. Make K.C. equal to the slant height and draw the line D.E. parallel to the line A.B., and make A.B. equal in length to the longest side of the base. Make D.E. equal in length to one side of the top and draw the lines A.D. and B.E. Make C.G. equal to one-half of the shortest side of the base, and H.G. the full size of the narrow side of the base. Make C.F. equal to K.E., or half of one side of the top. With D. and E. as centres and radii equal to one-half the difference of the top and the shortest side of the base, as from G.F., describe the arcs J. and I. Place the heel of the square at B. with the blade resting on the arc I. and mark the lines I.B. and B.M. Then place the heel of the square at A. with the blade resting on the arc J., mark the lines J.A. and A.L. Set off A.L. and B.M. equal in length to C.G. and draw the lines M.N. and L.O. at



Pattern for Tapering Article.

right angles to B.M. and L.A., also the lines N.E. and O.D. at right angles to N.M. and O.L. This will form one-half the pattern.

Edges must be allowed.

W. M. M.

DEVICE TO IMPROVE DRAFT.

E. C. Cole, Chicago, has invented an improvement in draft devices for stoves. The check draft, admitted through an air inlet, cannot get down into the stove as its outlet or discharge at the upper end will be above the level of the stove and the entire air admitted will so operate that no portion of it can pass downward into the stove to operate as a burning draft. Thus the down draft furnishes surface combustion to burn the gas and prevent the puffing of the stove from accumulation of gases in the upper part thereof.

STOVE REPAIRER'S TOOLS.

The man who starts out from the store to do stove repairing jobs in the homes of customers has occasion to use a great variety of different tools, and much time is unnecessarily wasted in going back to the shop for a wrench or a cold chisel. It is important that the stove repair man carry with him a complete outfit of tools which he is likely to have occasion to use, yet he does not want to carry any superfluous weight in iron and steel. An experienced stove repairer writes as follows in an exchange regarding the tools which should be carried:

"In my opinion a stove jobber's kit should include a medium sized hammer, a cold chisel 6 in. long with a ⅝-in. edge, another chisel from 4 to 6 in. long with a ⅜-in. edge, a caping chisel with a ⅛-in. edge to cut out the heads of countersunk stove bolts, one screw driver or one pair of gas pliers made with a screw driver on one of the handles, as it makes a very handy tool for many uses around a stove, but there are a number of special pliers which are adapted for a greater variety of uses than the gas pliers; a half round file about 8 in. long, a rat tail file for fitting stove doors, etc.; a home-made brake to cut out a heavy piece of sheet iron, an S-wrench, a socket wrench, a Martin bolt starter, which is one of the finest tools in the world for twisting stubborn nuts, etc., but of course where there is not sufficient room to get the socket on the nut it cannot be used and then the two smaller chisels named above will do the business; one ratchet brake, 3-16 and ¼-in. twist drills, a reamer tapered from 1-16 to ½-in. to suit the brace or with a tee handle and one medium-sized pair of snips to fit stove pipes.

"I think with the above tools I could repair about anything that comes along in the stove jobbing line, except water back work. For such work I would add one 10-in. and one 14-in. Stillson or Trimo pipe wrench, one ball of candle wicking and a few washers.

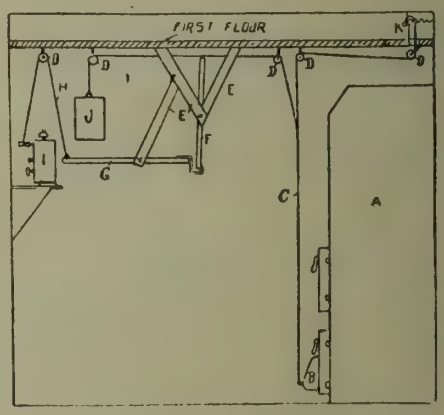
Where connections are made with brass spuds and couplings I would add one monkey wrench to guard against scarred fittings through the carelessness of workmen. Personally I would not carry a monkey wrench, but instead would use an old piece of leather in the jaws of the wrench. Unfortunately most workmen are not neat enough in their work to care whether they scar the fittings or pipes, etc., or not, and for this reason I would include the monkey wrench."

SHIPPING CAN FOR TRANSPORTING MILK.

A recent invention furnishes an improved can for use in transporting milk. The can is arranged to provide ventilation of the milk, and has means for keeping the milk cool. Each can is so formed that it will support a similar can above it, and thus the cars may be packed with tiers of cans without necessitating the provision of shelves or scaffolding to support each row. Riveted to the breast of the can are a pair of handles. These handles are formed of two upright posts terminating at their upper ends in cross bars. The lower end of the can is provided with a band, and this is adapted to rest on shoulders on the cross bars of the can below. Fitted into the neck of the can is a cover which is of such form as to provide a receptacle for ice. Between this cover and the neck at one side, a channel is formed to provide ventilation for the milk in the can. At its upper end this channel opens into a slot in the lip of the can. A catch on the cover is adapted to enter the slot, and when the cover is partially rotated, the lug enters a transverse slot in the lip and securely locks the cover to the can. It will be observed that the bottom of the can is curved to clear the cover of the can below it. The lip of the can is braced by means of supports. A patent on this improved shipping can is owned by Messrs. Joseph B. Whitehead and Timothy M. Farrell, of Pocatello, Idaho.

AUTOMATIC DRAFT OPENER.

A simple apparatus that will open the draft of the furnace at any hour desired is illustrated. The parts are: A, furnace; B, draft; C, draft chain; D, pulleys; E, wooden supports; F, vertical lever; G, horizontal lever; H, cord; I, alarm clock; J, weight. K shows where and how the draft is regulated during the day, the automatic device being used to open it early in the morning. The spool on the alarm clock is fastened to the alarm key by sawing a slit



Automatic Draft Opener.

across the top of the spool and gluing it on. When the alarm goes off a cord is wound up on the spool and pulls the horizontal lever up, which releases the vertical lever and allows the weight to pull the draft open.

THE METAL MOMEL.

A new metal called momel, which is expected to cause something of a stir in the industrial world, is being produced at the works of the Canadian Copper Co., at Sudbury. It consists of a compound of copper, nickel, iron and one or two other minerals which are found in the district, and its importance lies in the fact that it is much less costly than nickel, is less liable to rust, and will serve all the purposes that are served by that metal in the industrial world.

The new metal is said to be of equal ductile strength with nickel, and to possess all its other essential qualities; but it is not claimed that it would serve the purpose of nickel steel, which is used as armor plate.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Guns and Revolvers.

The Harrington & Richardson Arms Company, Worcester, Mass., have published a catalogue dealing with the various models of revolvers and sporting rifles made by them. The new book contains a large amount of interesting reading, besides giving a valuable list of selling points. The book will be sent free to dealers mentioning this paper.

Bowser Outdoor Cabinet.

S. F. Bowser & Company, Toronto, recently published a gasolene catalogue describing the principle on which the makers guarantee to save dealers a percentage by saving gasolene, which usually evaporates. The Bowser Outdoor Cabinet is placed outside the store and lessens the danger from fires. The catalogue will be sent free on request.

Steel Traps.

The Oneida Community, Limited, Niagara Falls, Ont., manufacturers of Newhouse Steel Traps, have published an attractive catalogue which sets forth the merits of the varieties of steel game traps they manufacture. The book is attractively arranged and contains interesting reading matter.

Gillette Safety Razor.

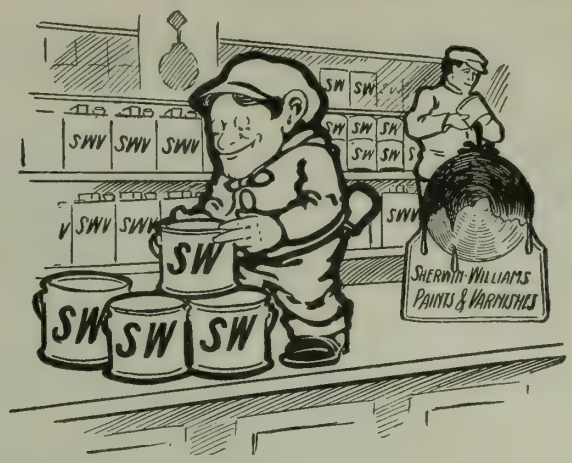
The Gillette Safety Razor Co., 63 Alexander street, Montreal, invite correspondence as to selling information and prices of the Gillette Safety razor —a silver-plated holder and twelve double-edged blades. The users of this razor are increasing daily, and it would be well for the trade to inquire further concerning this shaving device.

A Simple Lawn Spray.

A simple, cheap and useful device for sprinkling lawns and flower beds is the "Niagara Lawn Spray," manufactured by the Novelty Mfg. Co., Waterbury, Conn., makers of specialties in metal goods. The "Niagara" consists of a single heavy dull nickel or brass ring with three rows of perforations, and the hose is attached to this ring by a simple brass screw. The trade is invited to write for terms.

Bicycle Again in Favor.

"The bicycle annihilates distance, and the office and the home are one," is the convincing argument used by the Canada Cycle and Motor Company, West Toronto, to clinch sales. The Massey Silver Ribbon, Cleveland, Perfect and Brantford bicycles are all made by this concern and they are described in the literature put out by the firm. Requests for this literature are solicited.



Are You an S-W. Agent?

WE have throughout the Dominion the best merchants and dealers as agents. We are individually interested in their success and growth. We aim to increase the business of each agency through efficient advertising and selling helps. The Sherwin-Williams Agency has increased the business of many agents from 50 to 200 per cent.—some more than this. It is today building, not only the paint and varnish business, but the entire business of agents everywhere.

If there is not an S-W. Agency in your locality write us. The towns without a Sherwin-Williams Agency are becoming scarcer and scarcer all the time. If you delay you may be too late to secure the agency. You may never have another chance.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.

Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

350

CORRUGATED IRON

Galvanized—Rust proof. Made from very finest sheets—absolutely free from defects.

Each sheet is pressed not rolled—corrugations therefore fit accurately without waste.

Any desired size or gauge—straight or curved.

LOW PRICES **PROMPT SHIPMENT.**

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

Wood Bros., Victoria, will build an $8,000 garage.

The G.T.P. will build a $3,000,000 elevator at Fort William.

W. J. Mable, Victoria, B.C., will erect a $12,000 carriage factory.

The Independent Brewing Co., Hamilton, will put up a $200,000 brewery.

The B. F. Graham Lumber Co., will erect a $150,000 mill at Esquimalt.

Farmers about Duck Lake, Sask., will erect a flour mill and elevator there.

Merrick, Anderson & Co., Winnipeg, will erect a $28,000 tar paper factory.

The Supreme Heating Company, Welland, has opened its stove manufacturing plant.

The National Mfg. Co., Pembroke, Ont., may erect a branch factory at Regina, Sask.

Lumber mills will be built by a Kansas timber concern on Nootka Island and Alberni Canal, B.C., shortly.

The Garry Brook Mfg. Company have offered to put up a plant in Pembroke, Ont., if that town will grant tax exemption.

A Renfrew company, headed by J. E. Barnet, has bought the old Cumming factory, and will manufacture cream separators there.

Beatty Bros., manufacturers of hay tools and litter carriers, Fergus, will erect a blacksmith shop addition to their present premises.

Thomas Skinner, a C.P.R. director, has a proposition to settle the Dominion Coal and Steel quarrel. His plan is to raise $35,000,000 in England and form a new company to take over both corporations.

Municipal Enterprises.

London, Ont., ratepayers will vote at an early date on a new water supply system to cost $560,000.

A sewage system will be constructed in Preston at an early date.

The Montreal city council has decided to purchase from the John McDougall Caledonian Iron Works Company a 12-million gallon Worthington pump to cost $29,465. According to specifications, the pump must be delivered within nine months.

Railway Construction.

The C.P.R. are arranging to have a line of boats run between Gladstone, Mich., and Goderich, Ont.

The Yorkton-Regina branch of the G. T. P. will be one of the first branch lines of that system built in Saskatchewan.

The C.P.R. will replace the wooden spans and trestles on the line between Calgary and the coast with steel structures this summer.

Contractors expect to complete the extension of the T. & N. O. Railway to the Transcontinental junction before the close of the present season.

The C.P.R. are planning the construction of a second line across British Columbia, which would lessen the trip to Japan several hundred miles.

Construction on the Ontario & West Shore Electric Railway between Goderich and Kincardine will begin early in May, and the road will be completed during the present season.

During the coming season the Canadian Pacific Railway will expend $250,000 on its navigation department in the Kootenays, B.C. At the shipyards they are preparing to build a tug and a barge and other additions to the fleet are in contemplation.

The Vancouver, New Westminster and Yukon Railway from Vancouver to New Westminster, has been formally handed over to the Great Northern Railway. The wharves and terminals on False Creek, Vancouver, will be erected shortly at a cost of about $7,000,000.

The Canadian Pacific Railway Co. will erect four new bridges in British Columbia; one between Cowichan and Duncan, B.C., one between Cobble Hill and Shawinigan, B.C., a steel bridge across the Chemainus River, and one across the Nanaimo River.

Building Activity.

Guelph may build a municipal abattoir.

A new fire hall will be erected in Winnipeg.

A new post office is to be built at Duncan, B.C.

E. D. Gooderham, Toronto, will erect a $20,000 residence.

A $100,000 apartment house will be built in Victoria, B.C.

A $25,000 Catholic boarding school will be erected at Fort William.

A $20,000 barn will be erected on the Brandon, Man., Asylum grounds.

A $20,000 dwelling will be built for Mrs. C. C. Cummings, Toronto.

James Havey, Ottawa, will erect a $15,000 block of seven dwellings.

The site for the new Bank of Nova Scotia, Winnipeg, is being cleared.

The Molson warehouse, Montreal, will be reconstructed, at a cost of $40,000.

Ottawa building permits for the week ending April 25, amounted to $45,500.

Winnipeg's building permits for the week ending April 25 totalled $48,300.

Toronto building permits issued between April 15 and 20 totalled $140,000.

The Mahon Block, Victoria, B.C., recently destroyed by fire, will be rebuilt at once.

The Canada Life Co., Toronto, will erect four stores on Bay Street, Toronto.

A permit was issued last week for the $276,000 Winnipeg examining warehouse.

The corner stone of the $30,000 College St. Methodist Church, Toronto, was laid last week.

Oswald Hinds, Manitowaning, Ont., will erect a block of stores and dwellings almost immediately.

Building permits totalling $526,800 were issued at Fort William the first three months of this year.

The Ontario, Manitoba & Western Land Co., Winnipeg, will erect a $25,500 store and dwelling block.

The Sisters of Our Lady of the Missions, Brandon, Man., will erect a new convent on their property there.

Sixty building permits, aggregating an expenditure of over $450,000, were taken out in Toronto on Tuesday, April 28. This breaks all previous records in applications by 20 permits. Between April 1 and 15 174 building permits, valued at $453,000, were granted.

The Builders' Show at Montreal proved so successful last week that it was kept open this week until Thursday. One or two additional exhibits made the show even more complete and the unanimous opinion of the big crowds attending the Coliseum Rink daily was that a more interesting exhibition of its kind had never before been organized in the city. The success of the venture should certainly encourage the promoters to even greater efforts next year. Hon. R. Lemieux, the Postmaster General, attended the show during the week and was highly pleased at the variety and high quality of the exhibits. Owing to the number of buildings being constructed by his department, the Postmaster General is greatly interested in seeing the newest materials and appliances used in the most modern buildings. He certainly in this respect could not have selected an exhibition more to his purpose than the one just closed.

Companies Incorporated.

The Oxford Milk Cooler and Dairy Supply Company, Limited, has been incorporated, with head office at Ingersoll, Ont., and share capital of $40,000 to manufacture dairy supplies and household utensils. Provisional directors are E. E. Gustin, E. B. Jackson and F. Dutton.

John Poag & Company, Limited, has been incorporated, with head office at Hamilton, Ont., and a share capital of $20,000, to engage in building and contracting business. Provisional directors are John Poag, A. Andrews and C. H. Roper.

The Aylmer Pump and Scale Company, Limited, has been incorporated with head office at Aylmer, Ont., and a share capital of $90,000, to take over The Aylmer Iron Works Company and to manufacture pumps, scales, tools, etc. Provisional directors are S. H. Chapman, J. H. Glover, E. Fairbairn, R. A. McCarter and Wm. S. Caron.

The Canadian Steel Rolling Mills Company, Limited, has been incorporated with head office at Campbellford, Ont., and a share capital of $100,000, to manufacture and roll iron and steel. Provisional directors are A. H. McKeel, C. E. Dunk, W. J. Doxsee, T. S. Tait D. Kerr, W. Rudkins and Jas. Davidson.

The William Peace Company, Limited, has been incorporated with head office at Hamilton, Ont., and a share capital of $40,000 to manufacture and deal in wood, iron and metalware of all kinds. Provisional directors are W. L. Peace, S. G. Richardson and W. E. Millward.

The Stephens Brick Company, Limited, has been incorporated with head office at Portage la Prairie, Man., and a share capital of $1,000,000, to carry on business as builders. Provisional directors, Henry Stephens, Lilian Carter Stephens, Geo. Carter, John Young and E. A. McPherson.

INGOT

IN STOCK

ANTIMONY
COPPER
LEAD
ZINC
TIN

A. C. LESLIE & CO.,
LIMITED
MONTREAL

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

Hammer the Hammer — Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and Sportsmens' periodicals.
Our advertising creates the demand. But we never sell direct where the dealer can supply.
These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.
Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

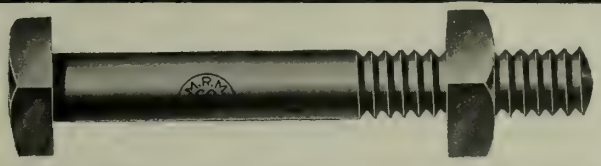
THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.



BOLTS and NUTS

Although a staple article, the question of quality should not be overlooked in purchasing these goods.

Our Bolts and Nuts are made from the very best material and with the greatest care, and the proof that they give satisfaction is in the fact that they are stocked and sold by all the leading wholesale and retail hardware stores in this country.

Our stock of all sizes is complete, enabling us to make prompt shipments.

The Montreal Rolling Mills Co.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON
LONDON.

Please mention HARDWARE AND METAL when writing.

Rust and Corrosion

absolutely prevented by painting with

ESCO STEEL COATING

The greatest preservative known for Metals and Wood.

Samples and full information from

Eadie-Douglas Co.

22 St. John Street,
MONTREAL

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving
and
Insulating Purposes

Apply to

Lucien F. Ambard & Son,

Port-of-Spain, Trinidad, B.W.I.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

Do Not Make the Mistake

of allowing your stock of

Brooms and Brushes

to run down.

This is the time when you will want a complete range and the **Keystone brand** is the line to buy.

ORDER NOW.

Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

News of the Paint Trade

FAST GREEN TINT.

A green prepared by grinding chemically pure Prussian blue and chemically pure chrome yellow together does not give as fast a tint with white lead as when the Prussian blue and chrome yellow are each precipitated on an inert base and then used with white lead, and I think the principle of intimate contact is the explanation ; hence, the value of the reinforcement.

To illustrate further : Suppose you take certain amounts of sodium carbonate (sal soda) and one of the leaded zinc oxides which are so successfully used in paint manufacturing to-day (one of the most commonly used contains a considerable percentage of sulphate of lead), mix these loosely together and no chemical change or action will result, but place these same ingredients in a mortar and grind them intimately together, using the pestle with some considerable pressure, and in a few moments you will have changed a portion of the lead sulphate into lead carbonate, and you will find that much of the sodium carbonate has been converted into sodium sulphate. What has caused this change ? It certainly results from bringing the particles of the two substances into a very intimate contact with each other. Let us apply this same principle to your working with paints. It is a well known fact that white lead when used as a base with chemically pure chrome green, Prussian blue or ultramarine blue, gives tints which gradually go to pieces, that is, the color gradually changes by reason of the chemical action which takes place between the white lead and color, new compounds being formed. Some of these colors are in a finely divided state hence their contact with white lead particles will be very intimate, and the more intimate, the more rapid the change, that is, the faster the color goes to pieces. That this is true is shown by your first experiment by grinding sodium carbonate with a chrome yellow or Prussian blue, soluble sodium chromate and soluble sodium ferro-cyanides being formed. This demonstrates the necessity of a perfected white base especially compounded for your work and designed to preserve the integrity of the color. As a remedy for this state of affairs, we may interpose a very stable pigment between the white lead particles and the color particles, which reduces the amount of intimate contact.

Prussian Blue.

Prussian blue is still lighter in specific gravity, and hence, chemically pure chrome green has naturally a lighter specific gravity than chrome yellow, and while in its pure state it has great tinctorial strength, it must carry a still greater amount of reinforcing material in order to make it of practical value as a painting pigment. When incorporated with the new white base, it will be found in an ideal condition for your work, and its durability will be still further increased.

Prussian blue is a pigment which in reality is not a pigment, but practically more of the nature of a lake color or a dye. When left in solution with linseed oil, turpentine or driers, it becomes more or less soluble, making what is generally termed a blue steel lacquer. This is a serious drawback, because the pigment with which it is used, being almost invariably heavier in gravity, separates out and leaves the surface mottled, or to use a manufacturing term, flooded. Here again the intricate machinery of the modern paint maker proves invaluable, and Prussian blue ground with a base of improved reinforcing pigments will supply you with infinitely greater painting value. Prussian blue when used in tinting white lead, as you all know so well, in a comparatively short time, takes on a very rusty appearance and loses its brilliancy. Of course, the tinctorial strength of chemically pure Prussian blue would be much greater than that of a reinforced blue, but this is overbalanced by the greater durability of the reinforced product, and the cost should be proportionately lower.

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it, and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more. and do not forget the satisfied customer has lots of friends.

10 shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

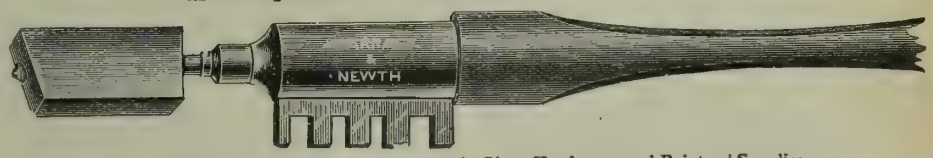
Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

COLOR VALUES.

Colors and their tinctorial strength are debatable points, and the following extracts from an address by L. J. Fasquelle before the Pennsylvania Master Painters' Association will prove interesting to the paint trade generally. Dealing with Chrome yellow, Mr. Fasquelle said:

"This color is not an ideal painting pigment when used in its chemically pure state on account of its spongy absorbent characteristics, and because of its peculiar quality of carrying an excess of linseed oil, its excessively light gravity making it work mushy or fluffy. When these facts are taken into consideration, the actual value of a chemically pure Chrome yellow lies in its tinctorial strength. However, chemically pure Chrome yellow, combined with a proper base of logical reinforcing pigments, will give you far greater painting value than if it is used alone. This combination would, of course, lack in its tinctorial strength to the extent of the white lead and other pigments which it contained. Using this painting yellow in connection with strictly pure lead, the value of the paint will be greatly enhanced because a suitable reinforcing material with the Chrome yellow has the quality of greatly strengthening the layer of paint when applied to any given surface.

"If you add chemicaly pure Chrome yellow which, as I have said, is spongy or fluffy, to strictly pure white lead with its porous nature, you decrease its value as a painting pigment. Assuming that in the past the master painter has used his good judgment and that where using these chemical colors for exterior work he has deemed it advisable to add a certain percentage of zinc oxide to his lead, he has, of course, to a certain extent, offset the effect of the Chrome yellow upon the lead and has produced a paint which had practically the same durability as the lead when used alone; but, in so doing, and because both strictly pure lead and chemically pure Chrome yellow are not ideal pigments for durability, the master has not arrived even then at the highest state of perfection in paint mixing."

LABELLING WHITE LEAD.

The advisability of labelling all paints containing white lead with the word "poison" was discussed the other day by the St. Louis Paint, Oil and Drug Club, and eventually, after a lively debate, the following resolution was referred to the legislative committee to report its decision to a special meeting of the club.

"Whereas, there is now pending before the United States Congress and legislatures of several states several bills, the object of which is to require the manufacturers of all paints to label the same so that the public will be informed of the deleterious qualities of same, and, whereas, white lead, which forms an ingredient in many paints, is a well known poison, and, whereas, the manufacturers of paints and other members of the St. Louis Paint, Oil and Drug Club are desirous that the purchasing public shall be informed as to all deleterious qualities of the various commodities used for painting purposes; therefore, be it

"Resolved, that in all bills involving the labelling of paints presented for legislative action, the said bills shall be so drawn as to require every can, keg, package or other container, which shall contain any white lead, to have conspicuously displayed on said can, keg, package or other container the word POISON, and a statement that the contents of said package contain a poison in the form of white lead, in accord with legislation in European countries."

GETTING GOOD RESULTS.

Here are a set of simple rules for obtaining best results in painting. Every clerk in the store should have this information pat:

See that the surface is free from grease and soot. If the job has been previously painted and is peeling, scaling off, or cracking, burn off all the old paint. If this is not done, the new coat of paint cannot be expected to stick.

See that the surface is perfectly dry. Moisture is what often causes blistering, cracking, scaling and like troubles. Moisture is always present in green or pitchy lumber, and after a rain, a heavy dew or a fog.

Do not paint over pitchy surfaces and expect satisfactory results. No paint can do well on such surfaces.

Do not paint in frosty weather or over too glossy a surface. Any paint will "crawl" under such conditions.

Lumber is becoming yearly more difficult to paint successfully. Do not expect the finishing coats to stand unless the primer is used as thin as possible, thoroughly brushed out and allowed to become bone dry before recoating.

It is false economy to use only two coats of paint on new work. Don't expect best results unless you use a primer and two subsequent coats.

Apply the paint in thin coats. Brush it out thoroughly. Any paint put on too thick is liable to crack and peel, and such workmanship is responsible for more unsatisfactory results than any other one cause.

Do not let one coat of paint stand for any length of time before applying the next coat and expect good results after becoming thoroughly dry. Each coat must be applied one after the other within reasonable time if long wear is expected.

Wherever possible, always employ a good practical painter.

James Craig, of Halifax, who represents the Canada Paint Co., Montreal, in the Maritime Provinces, has been visiting in Montreal this week. Mr. Craig is a personal subscriber to Hardware and Metal, and he states he likes the paper exceedingly, as it keeps him in touch with the entire Canadian trade, and reflects the special conditions which exist in other countries.

Paint Quality

versus

Paint Cheapness

It pays best to sell to the people who demand

Paint Quality

rather than

Paint Cheapness

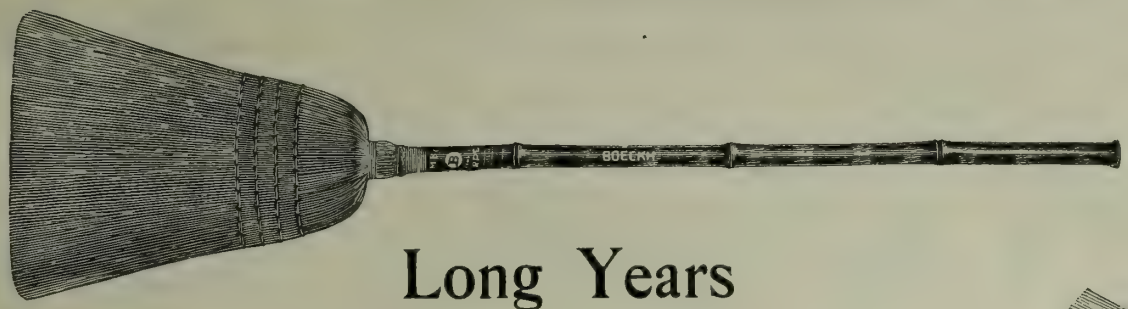
The "Cheap-Paint" customer will never be satisfied, because he forgets low cost in his dissatisfaction with poor results.

The "Quality-Paint" customer will come for more if you handle "English" Liquid paint, because he has had satisfaction.

BRANDRAM-HENDERSON, LIMITED

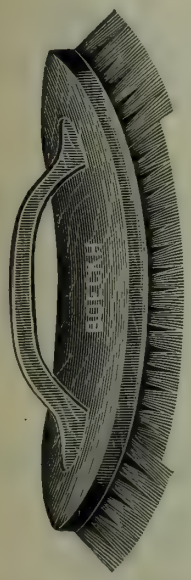
Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., Winnipeg,
Distributors for Western Canada

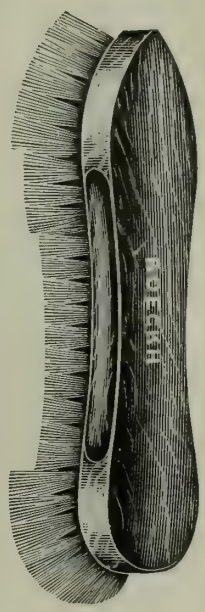


Long Years

of honest quality and scientific manufacturing progress are behind every one of



BOECKH'S
BRUSHES and BROOMS



It pays to sell goods with such a reputation. Are you handling them?

UNITED FACTORIES, LIMITED
TORONTO, CANADA

GET THE GENUINE

LUCAS' IMPERIAL FRENCH GREEN

A substitute means dissatisfaction and loss of money, no green made resists the weather longer, keeps its rich color better and costs so little. Refuse any package that does not contain our trade mark.

JOHN LUCAS & COMPANY,
DEPT. O
328 Race Street, PHILADELPHIA, U.S.A.

Paint and Oil Markets

TORONTO.

Toronto, May 1.—On the whole the market is rather weak this week. Ready mixed paints are going rather freely to the hardwaremen, but the master painters are doing very little buying. The orders for dry paints filled in March and April will last until about May 24, when sorting and re-orders are expected to come in.

Turpentine and linseed oil have gone down a little lower. The Standard Oil Co. is said to be trying to force large southern holders of turpentine waiting for a rise, to sell ; but a prominent Toronto dealer says prices are now at the turning point, and he does not look for a further decline. This is problematical, of course, as with the market in the hands of speculators there can be no prophesing how things will go. Stocks are heavy in Savannah, but both retailers and jobbers have light holdings.

Turpentine—Prices range this week from 69c to 71c, a drop of 2c since last week. Light stocks are being carried by local jobbers and few retailers have much on hand. With powerful influences "bearing" the market and prices getting down to a very low point there should be a good deal of buying done.

Linseed Oil—About 2c have also been chopped off oil prices during the week, the range now running from 54c to 55c. Supplies in crushers' hands are heavy, but stocks in the hands of retailers are low, and when buying becomes more active the market will firm up.

White Lead—Orders are fair and the prospect is favorable for business in the near future. Prices are firm, Canadian pure at $6.15 and No. 1, $5.90, although some sales of large quantities have been made at much below these figures.

Red Lead—A better demand at unchanged prices exists. We quote : Genuine, in casks, at $5 to $5.25, and in kegs, $5.50 to $5.75.

Paris Green—The market is steady and demand is much the same as a week ago. We quote : Barrels, 24½c; drums, 25¾c.

Glass and Putty—Glass prices remain unchanged. Putty is moving easier. Our quotations are : Bulk, in barrels, $1.70, and bladders, in barrels, $1.95.

White Zinc—Prices the same as last week. Pure, in oil, in 25-lb. irons, 8½c; Extra Red Seal, V.M., dry zinc, 7½c.

Shellac Varnish—Last week's prices prevail. Pure white is quoted at $1.75, and pure orange, $1.65, in barrels.

Varnish and Floor Stains—Demand keeps up for shellacs, varnishes, enamels, floor stains, etc., and may be expected to be in demand for the next few weeks.

Petroleum—Quotations are the same as a week ago. Pure white petroleum is 13½c ; water white, 15c, and Pratt's astral, 17½c. Benzine in single barrels, 18c per gallon, with motor gasolene also at 18c.

MONTREAL.

Montreal, May 1.—A good, hopeful feeling seems to prevail in paint and varnish circles. Navigation can now be said to be open, and this has given a great stimulation to trade in all branches. The weather also has been summerlike, and the spring desire to use a brush is most pronounced. In these circumstances shipments are encouragingly large, and the rush has come in, as it was expected to do, with great rapidity to most of the factories. With the exception of linseed oil and turpentine, which are again sagging, quotations are firm and well maintained.

Turpentine—Abundant shipments with no interruptions to railroad facilities have caused a decided easing off in quotations, and prices are again marked down, this time 2c, and we now quote 70c for single barrels.

Linseed Oil—The crushers seem to have anticipated a much heavier demand than really exists and stocks apparently are somewhat heavy. In these circumstances prices have been cut to meet good orders, and we therefore mark down prices 1c, as follows: Raw, 1 to 4 barrels, 52c; 5 to 9 barrels, 51c; boiled, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c.

Ground White Lead—The heavy stocks accumulated during the winter are rapidly disappearing under the good demand which has sprung up. The market is firm and brisk, and inquiries continue to be favorable. We continue to quote Government Standard, $6; No. 1, $5.75.

Red Lead—Red lead is still scarce, but quotations are not altered. Buying continues only for immediate requirements. We continue to quote: Genuine red lead, in casks, $5.50; in 100-lb. kegs, $5.75; in less quantities at $6.50 per 100 lbs.; No. 1 red lead casks, $5.25; kegs, $5.50; and smaller quantities, $6.25.

White Zinc—This article is without feature with a fair demand. Quotations are unchanged. V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—Some factories which have been running as lightly as possible, are now working at greater pressure, owing to the better conditions prevailing. Prices show a tendency to strengthen, and prospects appear more favorable than they did.

Colors—All grades of colors are receiving a reasonable inquiry and some fair sized orders are being shipped. Prices are unchanged and prospects appear most favorable.

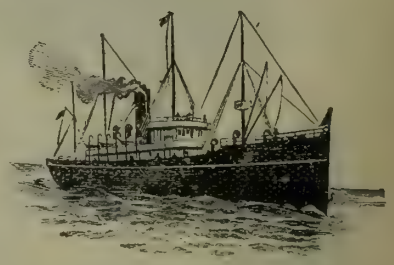
Putty—The call is steady and grinders appear to be busy. Prices are unchanged: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TO BUILD NEW PLANT.

The Blackwell Varnish Works Company will erect a $40,000 plant in Toronto.

Guelph Water Commissioners have let a $25,000 contract for tile pipe to an American firm, although a Canadian concern's tender was $500 under the American's.

MARINE PAINTS



THE
CANADA PAINT CO.
LIMITED
MONTREAL - TORONTO - WINNIPEG

Manufacturers of
Yacht & Vessel
PAINTS

MUNRO'S COPPER PAINT
MAST PAINT
"AMBERITE" PALE SPAR VARNISH
"AMBERITE" COPAL BOAT VARNISH
"AMBERITE" SALOON CABIN FINISH
MARINE ENAMELS
MARINE BLACK
MARINE SMOKE STACK BLACK
MARINE GREEN
MARINE BRIGHT RED
MARINE CABIN PAINT
MARINE CABIN STAINS
MARINE ENGINE PAINT
MARINE SMOKE STACK RED
OZONIZED DECK PAINT
DECORATOR'S PAINT

SPECIAL NOTE.—On account of its great covering properties the "Elephant" Lead is preferred by the "Smart Set" of Decorators.

All our manufactures are thoroughly tested by expert workmen before shipping

THE CANADA PAINT CO., L'T'D

Business Is On

All along the line you see the painters going to business. Householders are cleaning and people are beginning to ask for Ramsay's Paints. Our ads are out on the fences, in the papers, through the mails and everywhere it is

RAMSAY'S PAINTS

Agents! we again ask you not to let any of this trade go past you. Every day we are securing orders through our helps. Every day people are writing us asking for cards. Hundreds of our agents are now displaying the goods, getting us to write one of our persuasive order getting letters, to somebody, who ought to paint, and are thus getting orders and making money. Are you?

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 **Paint Makers**

Do You Want More Customers?

Silly question! Of course you do! Well, one of the surest ways to get them is to sell

New Era Paint

New Era is equal in quality—sometimes more than equal—to any paint on the market, no matter how high its price. New Era doesn't cost your customer so much as other paints, but its color is true and its spreading qualities unexcelled. Your customers will find this out and recommend New Era to their friends. More business for you.

Standard Paint and Varnish Works Co. LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

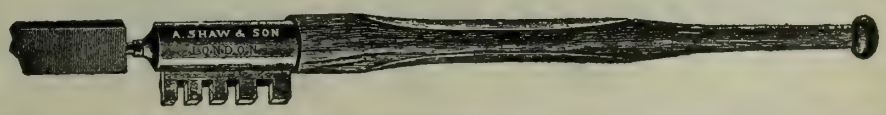
Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

TORONTO VALLEYFIELD MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

PLENTY OF WEDDINGS

have taken place since Christmas. Which means that a lot of young couples out your way are going to

Buy REFRIGERATORS

this spring. Why not be ready for them with the best of all Refrigerators—the Sanderson-Harold line? Our prices will certainly interest you, as they leave room for excellent profits.

Write Us About It To-day!

SANDERSON-HAROLD CO., Limited

PARIS, - ONTARIO

Makers of the Best Screen Doors, Windows and Refrigerators

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Even with the best city fire department it is almost impossible to put out a gasolene fire. Are you letting poorly stored gasolene menace your property?

A Bowser Gasolene Tank

Installed at your store will guarantee you absolute safety.

Gasolene stored in a Bowser cannot possibly explode.

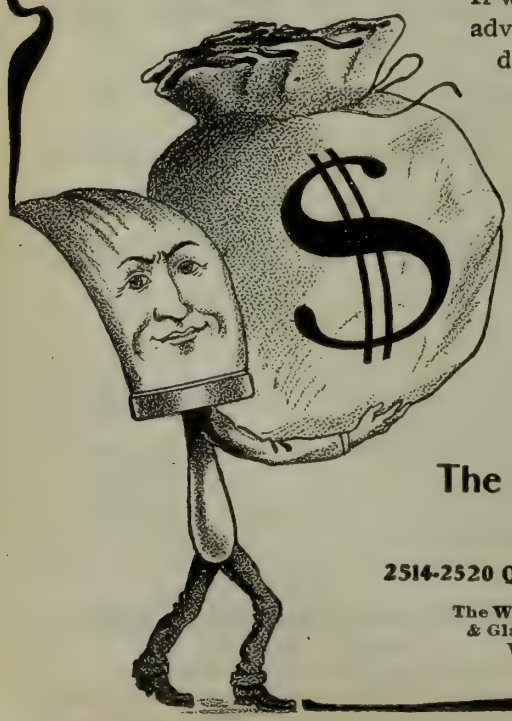
Safe outfits are described in Bulletin 205. Sent free upon request.

S. F. Bowser & Co.

LIMITED

66-68 Fraser Ave. - - - - Toronto

Bringing You Dollars



If we promised to do that, Mr. Paint Dealer, you would answer this advertisement right away, yet that is just what our plan for helping our dealers make sales amounts to. We have a system by which the dealer handling

Martin-Senour Paint

100 Per Cent Pure

secures the cream of the paint trade in his community, builds up his business and puts extra money in his pocket. Our object in advertising our dealers in this way is to help them make sales and WE DO IT. Write to us today and we will tell how it's done.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

There's Money for You in

LACQUERET

Specially now housecleaning is universally under way. All your customers can use Lacqueret. It rejuvenates old and dirty woodwork—whether floors, furniture or walls—in a way that nothing else on the market can. No matter how dilapidated a piece of woodwork may be, an application of Lacqueret will give it new life and beauty. Lacqueret does not cloud the natural grain of wood—it brings the grain out in all its pristine beauty. Lacqueret is very easily applied; and being hard drying and non-porous it is thoroughly sanitary.

Are you selling Lacqueret ?

If not you are letting many good clinking dollars pass you by. Write us to-day for advertising matter and prices.
All packages of Lacqueret are full **Imperial** measure.

INTERNATIONAL VARNISH CO., Limited,
TORONTO, CANADA

Manufacturers of "Elastica," "Gutta Percha," and "Flattine" Floor Finishes, and "Flattine" Cabinet Finish.

Your Paint Sales Will Increase

If You Sell

Moore's Pure Linseed Oil H.C. Paint

because it is a better paint at a lower price. When you sell Moore's paint, your customer doesn't have to pay for an extensive advertising campaign. Moore's paint is better because we can afford to make it so, as we don't spend a lot of money in advertising. It is high quality at a moderate price that makes Moore's paint the most profitable for you to handle. You can apply any test to Moore's paint and it will make a better showing than any other brand on the market. Try it.

Muresco---the Profitable Wall Finish

It is finest water-color preparation for walls on the market. We can show you scores of unsolicited letters from painters all over the country, who say they know of no other wall finish as good as Muresco. Get the Painters' Orders by handling it.

Benjamin Moore & Co., Limited

New Office and Works: Toronto Junction, Canada. New York, Chicago, Cleveland, Carteret, N. J.

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

IN THE SPRINGTIME

lots of people will get busy at roof repairing. The wise hardwareman is there with the right goods just when they are wanted. Be wise. Stock up with

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing, "Genasco" Ready Roofing

Might as well sit down now and write for prices.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

May 1, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank pl. ⅜ 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	9 00
" 2 "	....	9 10
" 2½ "	10 50	12 00
" 3 "	12 00	13 50
" 3½ "	15 00	16 70
" 4 "	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	13 75
Cut lengths, round, bars, ¼ to 2 in	....	23 00
Plain sheets, 14 oz	....	21 00
Plain, 16 oz., 14x48 and 14x60	....	21 00
Tinned copper sheet, base	....	24 00
Planished base	....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 60	2 65
12 gauge	2 60	2 70
14 "	2 50	2 45
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 65
26 "	2 65	2 80
28 "	2 70	2 95

CANADA PLATES.

Ordinary, 52 sheets	....	2 60
All bright "	....	3 60
Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22 - 24	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	21 00
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 3 "	20 00	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Clarence, No. 1	....	1 25
" 3		17 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	1 90	2 00
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Sleigh shoe steel	2 05	2 30
Iron finish machinery steel (domestic)	2 10	2 30
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 05	2 50
Sheet cast steel	0 15	0 15
Toe calk steel	2 50	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	....
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$34 50	$33 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	6 75	7 00
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	4 00	4 00
Bar, "	4 40	4 35
Sheets, 2½ lb. sq. ft., by roll	6 25	6 25
Sheets, 3 to 6 lb. "	5 75	6 00

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 00	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass	0 11	0 09¾
" yellow brass	0 08	0 08½
Light brass	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	9 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate	12 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 65 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 and 5 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	1 70
No 7 Fuller's	"	2 00
No. 4½ "	"	2 10
Patent Compression Cushion, basin cock, hot and cold, per doz.,	....	$16.20
Patent Compression Cushion, bath cock, No. 2208		2 35

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $15.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 00	¼ inch	2 85
⅜ "	2 25	⅜ "	3 05
½ "	2 72	½ "	3 57
¾ "	3 68	¾ "	4 83
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 50	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 15	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 55	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	....	0 40
2-lb. or over "	....	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 15
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 1[illegible]
Marine black, 25 lb. irons		0 04½

GLUE.

Domestic sheet, in barrels	....	0 09½
French medal "	....	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	....	0 24½
25-lb. drums	....	0 25½

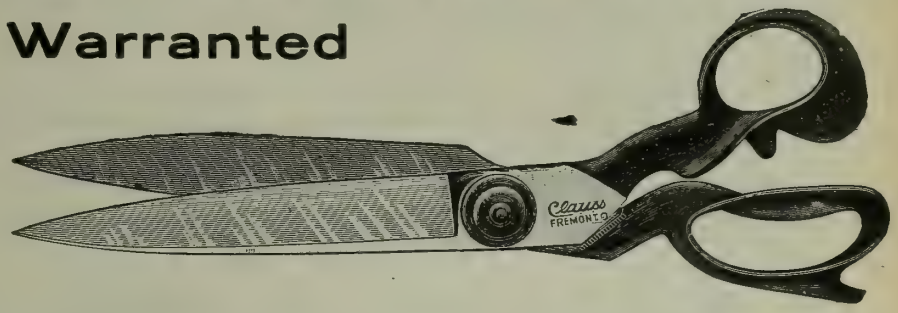
PIGMENTS.

Orange mineral, casks	....	0 09
" " 100-lb. kegs	....	0 09½

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by us.



Write for Trade Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" " Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
P. D. Dods & Co's "Island City"		1 50
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls		1 70
Bladders in bb's		1 95
25-lb. tins		2 05
Bulk in 100-lb. irons		1 95

SHINGLE STAINS.

In 5-gallon lots	....	0 85

TURPENTINE AND OIL.

Prime white petroleum per gal	....	0 13½
Water white "	....	0 15
Pratt's astral "	....	0 17½
Castor oil, per lb	0 09½	0 10½
Motor Gasoline single bbls	..	0 18
Benzine, per gal single bbls	..	0 17
Turpentine, single barrels	0 70	0 71
Linseed Oil, " raw	0 52	0 55
" " boiled	0 55	0 58

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	....	6 00
No. 1 Canadian	....	5 75
Munro's Select Flake White	....	6 25
Elephant and Decorators' Pure	....	6 15
Tiger Pure	....	6 25
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	7 25
"Anchor," pure	....	6 15
Ramsay's Pure Lead	....	6 25
Ramsay's Exterior	....	5 75
"Crown and Anchor," pure	....	6 50
P. D. Dods "Island City" pure		6 50
Sanderson Pearcy's	....	6 25
Robertson's C.P., lead	....	6 25

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 00	5 25
Genuine, 100 lb. kegs, "	5 50	5 75

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 55	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 70
Gilders bolted in bands	....	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	....	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	....	0 08½
No. 1, " "	....	0 07
No. 2, " "	....	0 05½

SHELLAC VARNISH

Pine White, in barrels		1 75
Pine Orange, "		1 65
No. 1 Orange, "		1 30

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No 1	....	0 90
" " union	....	0 80
Light oil finish	....	1 40
Gold size japan	....	1 80
Brown japan	....	0 95
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 80
No. 1 "	....	2 50
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal	....	2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish	....	2 00
"Kyanize" Interior Finish	....	2 40
"Flint-Lac," coach	....	1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.	....	2 50
Flattine floor finish, per gal	....	3 00
Elastica exterior finish, 1 gal. can	....	4 25

MISCELLANEOUS.

Stovepipe varnish; ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

ONTARIO AND QUEBEC.

Slater's felt per roll		0 70
O. K. paper, No. 1, per roll		0 75
O. K. paper, No. 2, " "		0 70
Dry Cyclone, per roll		0 50
Tarred Cyclone		0 60
Surprise, per roll		0 40
Resin sized per roll		0 45
Dry Sheathing, per roll		0 32
Tarred " "		0 40
Heavy straw, dry & tarred per ton		37 50
In Maritime Provinces "		42 50
Carpet Felt, per 100 lbs		2 75
Tarred Felt, per 100 lb.		2 00
Pitch, Boston or Sydney, per 100 lbs		0 75
Pitch, Scotch, per 100 lbs		0 65
Heavy Fibre, 32' & 60', per 100 lbs		3 00
2 Ply Ready Roofing, per roll		0 90
3 " " " "		1 15
2 Ply complete, per roll		1 30
3 " " "		1 50
Cement, barrels, per gal		0 15
" tins "		0 20
Coal Tar, per barrel		3 50
Coal Tar, tins, per gal		0 15
Refined Coal Tar, per barrel		4 50
Shingle varnish per barrel		4 50
Cats and Nails, per lb		0 05
Mop cotton, per lb		0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	50 00	
Stable pavers, 9"x4½"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	....	4 75
over 12 in. "	....	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Che t hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	....	0 31

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Ford's auger bits 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz.	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.		
Canadian, discount 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.		
Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century. $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium. $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75	
Hand Sets, Perfect.....	4 00	
X-Cut Sets. "	7 50	

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, nominally 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's.....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S & D., discount 35 per cent.

Berg's, brick, 9x24x11		4 00
" pointing, 9x24x5.....		2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1¼ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.

Planter..... per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ¼ and ½ inch		3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $3.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.75; 8 in. open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" " No. 2.....	5 50
Saw Vise 4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb.. ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"O" brand, list March 2, 1903, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c		
" R. H., bright, 80 and 10 per cent.		
" F. H., brass, 75 and 10 per cent.		
" R. H., " 70 and 10 per cent.		
" F. H., bronze, 70 and 10 per cent.		
" R. H., " 65 and 10 per cent.		
Drive Screws, dis. 87½ per cent.		
Bench, wood .....per doz.	3 25	
" iron ..... "	4 25	

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 80 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c.; 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70: No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz.		0 55	1 00
Axle "		0 22	0 33
Screw "		0 22	1 00
Awning "		0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10
Pure Manilla		0 13½
"British" Manilla		0 11
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 09
" double		0 10
Sisal bed cord, 48 feet per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; ½-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.		0 25	0 37
Hindostan "		0 06	0 10
" slip "		0 18	0 30
" Axe "		....	0 10
Deer Creek "		....	0 10
Deerlick "		....	0 25
" Axe "		....	0 15
Lily white "		....	0 40
Arkansas "		....	1 50
Water-of-Ayr "		....	0 10
Scythe per gross	3 50		5 00
Grind, 40 to 200 lb., per ton	20 00		22 00
" under 40 lb., "	....		24 00
" 200 lb. and over	....		28 00

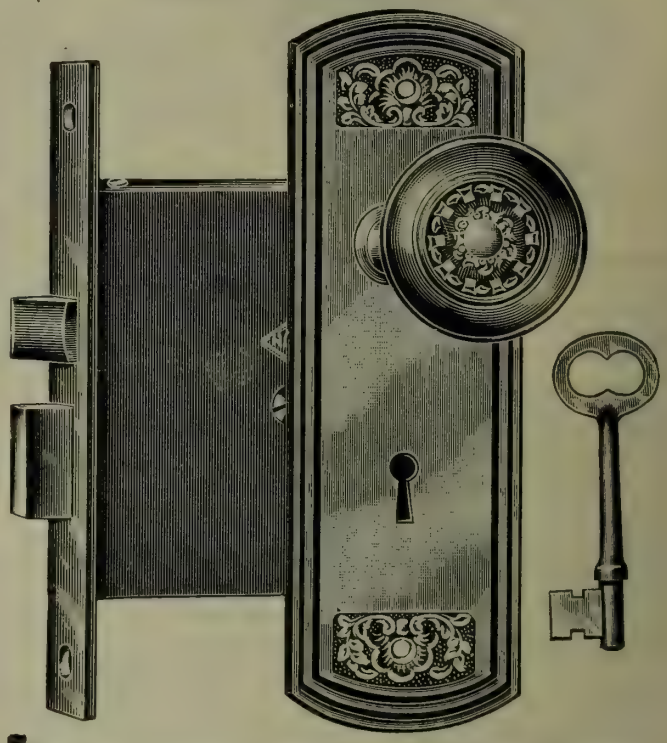
The Buffalo Manufacturing Co.
Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture
Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High-grade and exceedingly Presentable.
REPRESENTED BY
H. F. McIntosh & Co.
51 Yonge St.
Write for Catalogue
TORONTO, ONTARIO

This is our Specialty THIN MORTISE LOCK
showing one of our new designs in Escutcheon and Knob—Ask your jobber for
"NATIONAL" BUILDER'S HARDWARE



National Hardware Co., Ltd., Orillia, Ontario, Canada

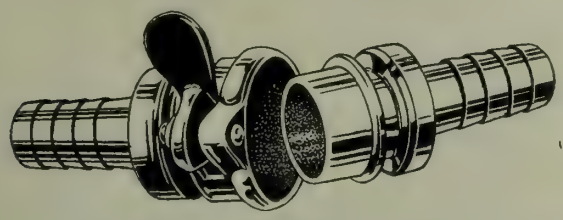
'ATLAS' Brand
IS THE BEST IN THE MARKET
Scotch Glue

SOLE MANUFACTURERS:
QUIBELL BROTHERS, Limited, Newark-on-Trent, England

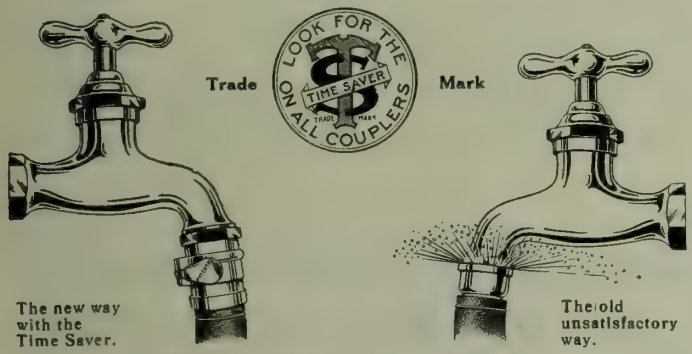
ARE YOU SELLING THE

TIME-SAVER HOSE COUPLER?

Cheese factories want it. So do Hotels, Liveries, Firemen, Owners of lawns, and gardens and all other hose-using humanity.



The Time-Saver couples hose sections and makes tap connections without a leak—and instantaneously—by the mere pressure of your thumb.



Made in all Standard Sizes at Popular Prices.

SEND FOR OUR PRICE LIST.

The Time-Saving Coupler Company, Limited
166 Bay Street, Toronto

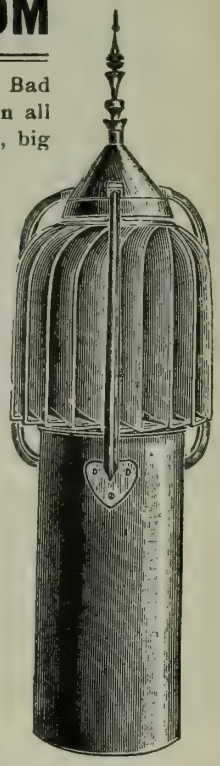
THAT STUFFY ROOM

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places, such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



Testimony

Montreal, June 7th, 1901

Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.

THE J. W. HARRIS CO., LIMITED
General Contractors - - - MONTREAL

Orders for 1/12 of a dozen or a car load are treated in the same way and greatly appreciated.

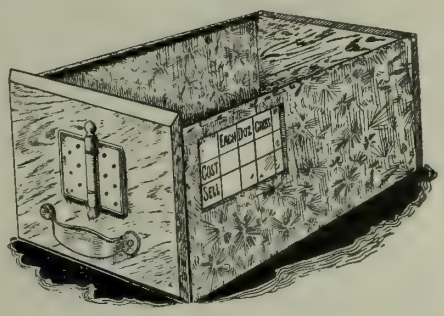
McDougall Pumps

Insure growth in your Pump Business and "it is a good line too, to handle" but be sure of your quality.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.

Galt, Canada LIMITED



Show Your Goods

The experienced Hardwareman would reverse the old adage: "If you don't see what you want, ask for it," and would substitute: "Show a man what he wants and he will ask for it."

The only way you can display the hundreds of articles you carry in stock is to sample them on Shelf Boxes.

Of course, the fronts of the Shelf Boxes must be attractive, otherwise they will detract from the value of the goods instead of making them appear more valuable.

The Bennet Steel Hardware Shelf Box is the **most durable,** the most attractive and most satisfactory Shelf Box on the market.

Let us send Catalogue and Price List.

Cameron & Campbell
Sole Manufacturers, - Toronto, Ontario

Canada's Can Centre

We make or can make everything in tin cans:

Sap Buckets, Syrup Cans, round and square.
Friction Top and other Paint Cans, Lead and Color Irons, Putty Boxes and Irons, Jacketted Shipping Cans, all sizes.
Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.
Cans that are made by high-class workers and with the best material.

Tin Can Screws. Tin Chaplets
Roofing Caps.

ACME CAN WORKS
Ontario St. E., MONTREAL

AXE HANDLES

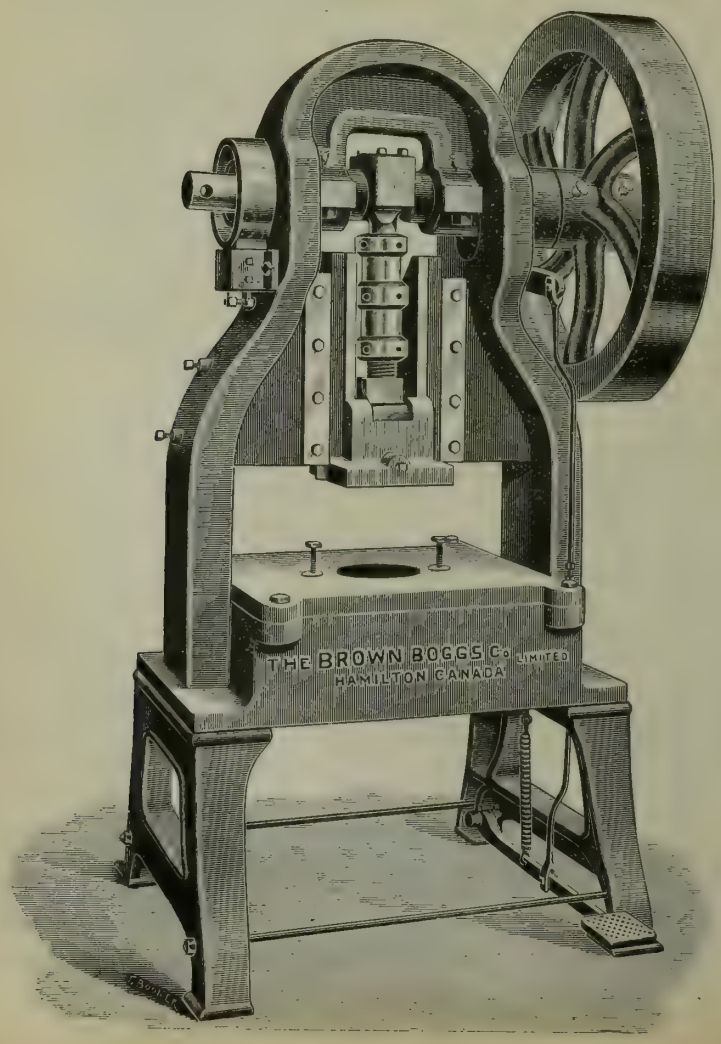
which will suit your customers without fail are

Empire, Imperial and Peerless

They are made to stand hard usage. Every handle made of clean, flawless wood. Our prices are the closest obtainable.

Send To-day for Our List and Discounts.

J. H. Still Manufacturing Co. Limited
ST. THOMAS, ONTARIO



WE WOULD LIKE

you to know more about the superior advantages of the **B. B. CO.** presses. **Investigate.**

We make a full line of both

FOOT and POWER

They sell on their **merits.** If you are interested write for catalogue.

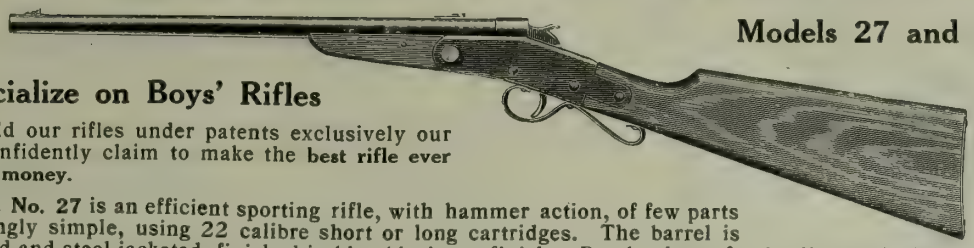
THE
BROWN, BOGGS CO., Ltd.
Hamilton, Ont.

Manufacturers of TINSMITHS' TOOLS, PRESSES and DIES, CANNING MACHINERY.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

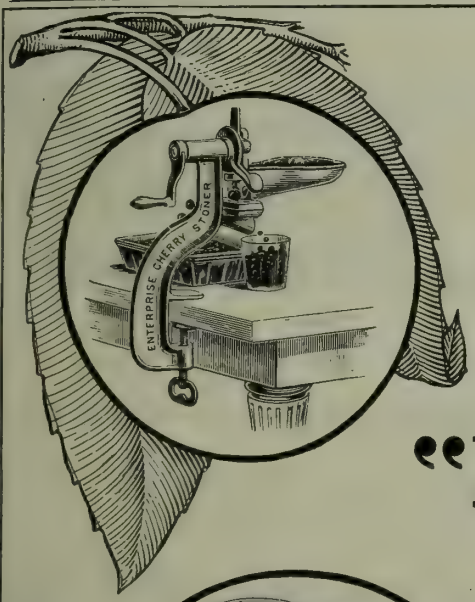
MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

NOTE—The prices in the above advertisement give the correct Canadian retail prices for Hamilton Rifles, the figures used in the issues of April 4th and 18th were those governing in the United States of America.

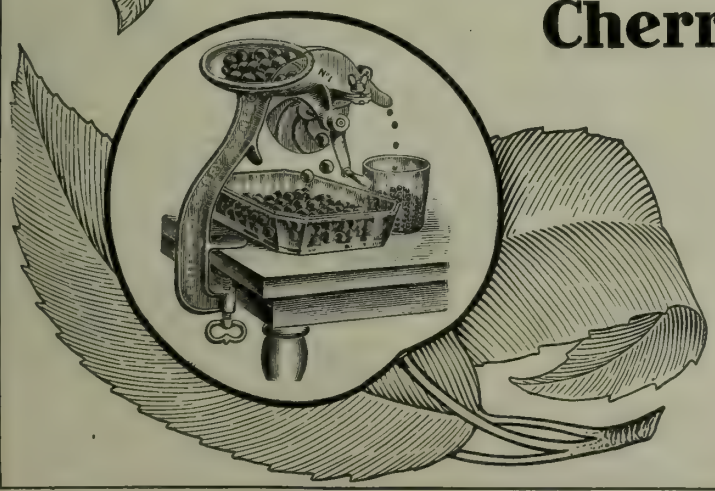


When "Cherries are Ripe"

and women are busy at their preserving kettles, you'll gain their approval—a good thing—and their trade—better still—if you can supply them promptly with an

"ENTERPRISE"

Cherry Stoner



Cherry season is short. Wise dealers have the **"Enterprise" Cherry Stoner** on their shelves in time. When a woman has her cherries ready for stoning she won't wait 'till you order it. She won't wait, either, for an **"Enterprise" Fruit Press.** When she wants it she wants it quick! She will go somewhere else if you haven't it. *Stir up the jobber.* Write to-day for our latest catalog.

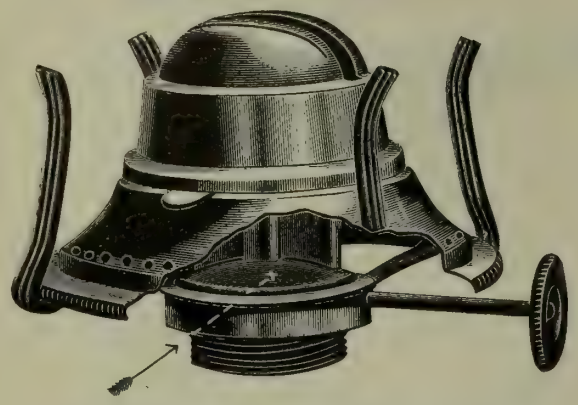
The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

21 Murray St., New York **438 Market St., San Francisco**

BANNER LAMP BURNERS

Fully guaranteed



The screw part or base of our burner is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire.

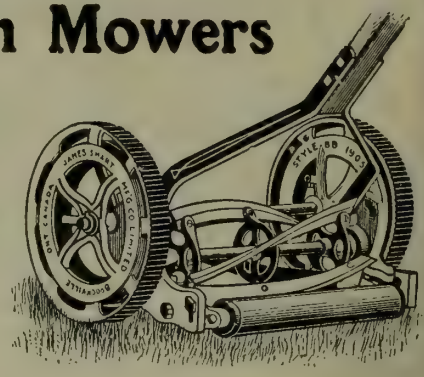
Orders solicited through the jobbing trade.

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

Brockville Lawn Mowers

The Quickest and easiest sellers
Easy Running
Clean Cutting
Handsome
Durable



EVERY MACHINE GUARANTEED

FOUR GRADES:

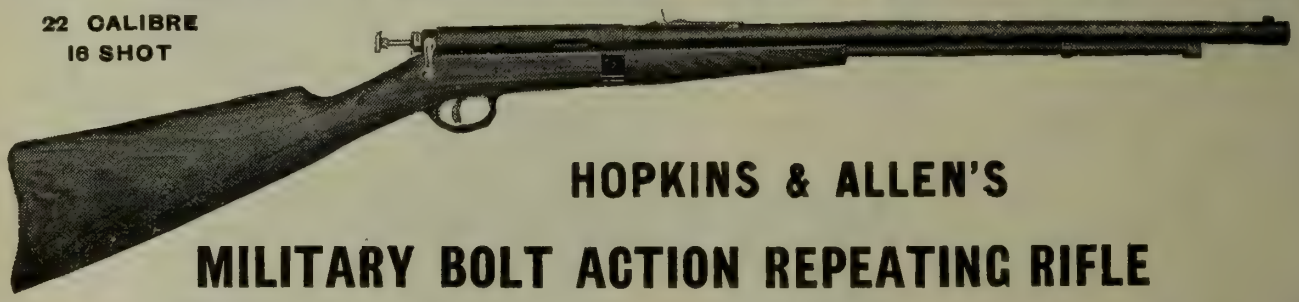
Style K 3 Blade — 8½ inch wheels
Style K 4 Blade — 9 inch wheels
Style C 4 Blade — 10½ inch wheels
Style BB 4 Blade — 10½ inch wheels
(With ball bearings)

Send your orders and inquiries to

The James Smart Mfg. Co.
Limited
Brockville, Ont. or Winnipeg, Man.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S
MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.

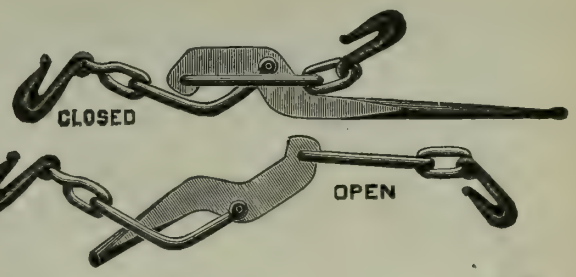
Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.
Dept. 67, NORWICH, CONN., U.S.A.

LONDON OFFICE
6 City Road, Finsbury Square, London

The Soo Line Tools



EYE DOG

TIMBER CARRIERS OR LUG HOOKS

will grapple anything from 3 to 16 inches, and is fitted with swivel to permit of carrying through narrow passage-ways. Made with 4 ft. select Maple Handles and Duck Bill Hooks.

LOG OR LOAD BINDERS

This Log or Load Binder does away with binding poles entirely. You can bind a load solid in 3 seconds and unbind in one second.

SWIVEL GRAB HOOK

If your Hardware Dealer cannot supply you with the Best—The Soo Line Tools—drop us a postal for catalog and discount sheet.

MANUFACTURED BY THE

Canadian Logging Tool Co., Limited

Sault Ste. Marie, - Ontario

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

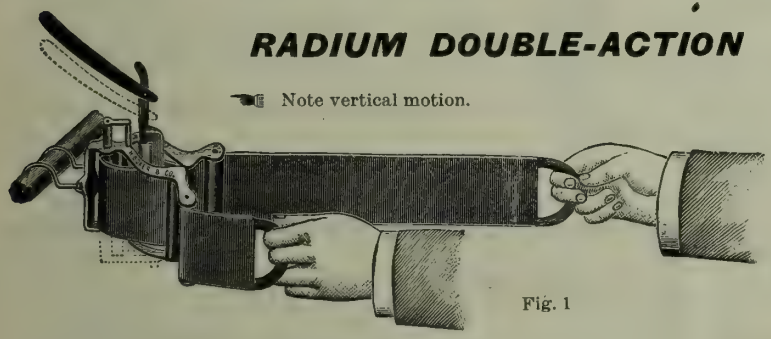


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

DANA Peerless Freezer

The standard freezer of quality
Compare workmanship, castings, tinning with any other freezer. Ask any woman if it isn't easier to make ice cream in a Dana Peerless —if it doesn't take less time, less ice. Best advertised freezer.

Ask your jobber

THE DANA MFG. CO., Cincinnati, O.; 21 Murray St., N. Y.

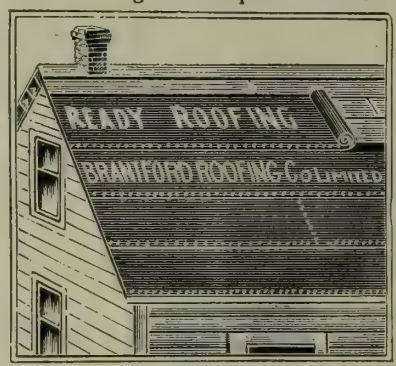
Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt, completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sells on sight. Samples free. Our prices are right.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to ay.



Brantford Roofing Co. Limited

Brantford, Canada

Montreal Agent; Chas. A. Sullivan.

General Supply Co., of Canada, Ltd. { Ottawa Agents, 219-221 Bank St, Winnipeg Agents, 147 Bannatyne St.

British Columbia Agents; Fleck Bros., Limited, Vancouver, B.C.

See This

GUIDE POINT

It insures a clean, straight bore through any wood. It is an exclusive feature of

"RAPID" AUGER BITS

Rapid bits are made of a special grade of steel, and will enhance your reputation among the best mechanics of your locality.

Send To-day for Price List.

The Rapid Tool Co., Limited.

Peterborough, Ontario

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited ST. JOHN, N.B.
J. A. Bernard QUEBEC
Cla e & Brockest WINNIPEG
Ellis & Grogan CALGARY
Wm. N. O'Neill & Co. VANCOUVER

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have man imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and su rest wa. is to get in touch with us. A post card will do it

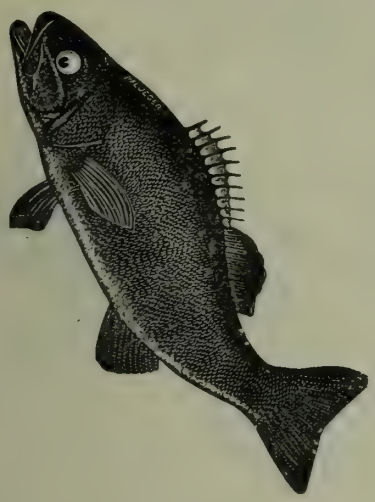
"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO. LIMITED

GALT, - ONTARIO

Western Distributing Agents—
DUNN BROS., of Winnipeg, Man., and Regina, Sask.

Pflueger's Fishing Tackle



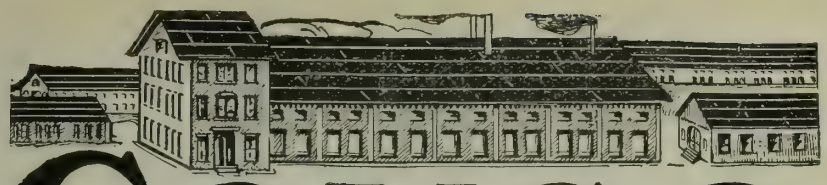
Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.



CONGO

NEVER LEAK ROOFING

AMONG a dozen kinds of roofing in a store most practical purchasers will select Congo.

They like its smooth, clean, fine-looking surface.

They notice its remarkable pliability and they know that it therefore will be an easy matter to lay it snug and tight.

The toughness of Congo is sure to be admired and wins over the man that wants durability and reliability.

The customer who intends to cover an old rough shingle roof finds that Congo is just the strong kind of stuff he needs.

Sample and Booklet free on request.

UNITED ROOFING AND M'F'G. CO.

Successors to Buchanan Foster Co., Philadelphia, Pa.

H S. Howland, Sons & Co., Toronto — Starke-Seybold, Ltd., Montreal
Mechanics Supply Co., Quebec — S. Hayward Co., St. John
Geo. E. Smith & Co., Halifax

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

DISSTON SAWS

are the **STANDARD** by which the merits of all others are **JUDGED**

A SAW to be superior in every respect must be made of High-Grade Steel of a particular texture, with a special temper to render the blade tough and elastic, permitting the bending of points of teeth in the operation of setting, at the same time be sufficiently hard to maintain the set and admit of a cutting-edge that can readily be sharpened but not easily dulled. The blade must be ground an even thickness on tooth-edge, properly tapered for clearance, and the teeth should be of such shape as to enter into and CUT—not tear—the wood.

These are the principles on which the DISSTON SAWS are built ! !

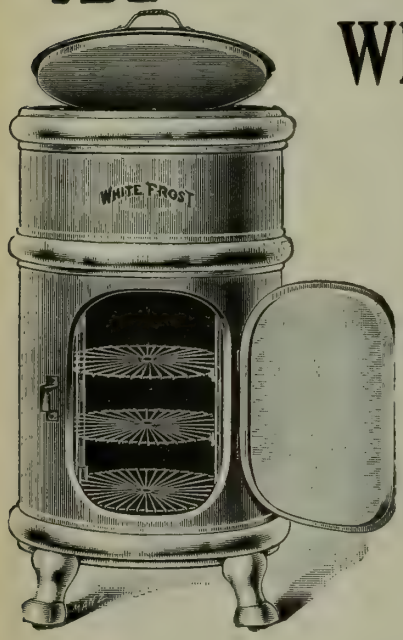
With over fifty-three years' experience making steel in our own works, producing a material peculiarly adapted for manufacturing saws, having the most skilled workmen ; the use of special machinery of our own invention, and with sixty-eight years' experience in the manufacturing of saws, during which time no efforts or expense have been spared to achieve and maintain the HIGHEST STANDARD of QUALITY and DESIGN, and we feel justified in claiming for Material, Workmanship, Utility and Durability DISSTON SAWS are UNEQUALLED.

HENRY DISSTON & SONS, Inc., Keystone Saw, Tool, Steel and File Works **Philadelphia, U.S.A.**

CANADIAN WORKS : 112 Adelaide St. East, TORONTO, CAN.

Do you want the Refrigerator trade of your town ? If you do, then you must sell the

White Frost Refrigerator



because it is the one, and only one, Refrigerator that is strictly sanitary in every respect. Look at it, and note. It is a beautiful piece of furniture, spotless outside and inside as the pure, driven snow. It is a metallic refrigerator, cylindrical in form, made of galvanized sheet steel, and provided with 1¼ inch air space between walls ; thoroughly insulated with Maltha and Asbestos, the combination of which is recognized as the best material for insulation that has been discovered—certainly the most expensive. Solid brass trimmings. It cannot shrink, swell, warp or decay. There is not one bit of wood as large as a toothpick connected with it in any manner. It is coated with white enamel inside and out (excepting the ice chamber,) and this enamel is thoroughly baked on. It is the handiest Refrigerator made. Has revolving shelves ; no reaching over a pitcher of milk or jabbing a sleeve into a dish of butter. Just turn the shelf and everything is in front of you. The shelves are made adjustable can be raised, lowered or removed, and replaced in a minute. Shelves are made of wire and beautifully tinned. Light and strong, with no surface to catch the drippings from an accidentally upset dish, but are alway clean. It is guaranteed to maintain as low a temperature and as dry an atmosphere in the provision chamber as any refrigerator made, and owing to scientific circulation, as well as thorough insulation, it is a great saver of ice, therefore the most economical Refrigerator. Being pure white, is what the name implies, **"White Frost"** (congealed purity,) and is handsome enough in appearance to adorn any room in the house. And it is everlasting in service. Sells on sight, and every one sold brings another customer. It is the one Refrigerator that appeals at once to the desires of the buyer. It is reasonable in price, and is, therefore, the Refrigerator all the people want. Send to-day for literature and prices—you cannot get close to a good thing any too soon.

"Dear Bob, I want you to buy me a White Frost Refrigerator."

LEWIS BROS.

LIMITED

TORONTO
OTTAWA

MONTREAL

Distributors for Canada.

CALGARY
VANCOUVER

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

Merchant Bar Iron

Merchant Bar Iron in rounds and squares up to 2½ in. and in flats up to 7x1½. Best refined quality (guaranteed). Prompt delivery. Full assortment of sizes are always kept in stock. Lowest prices furnished on receipt of specifications. Orders solicited.

STARR MANUFACTURING CO., Limited, DARTMOUTH, N.S.

Toronto Branch—126 Wellington Street West

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

We have a full line of bright wire goods and will appreciate any orders sent to us.

Try us with your next order and you will be pleased with the goods.

SCREW EYES

Sizes
Suit A.B.C.
Nos. 1 to 13

SCREW HOOKS

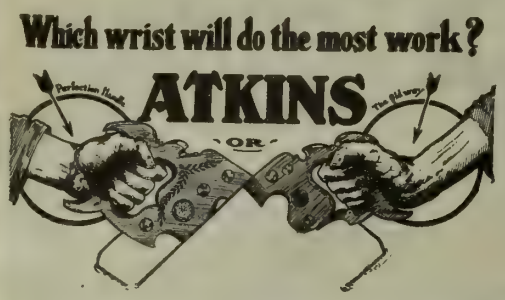
Sizes
Nos. 2 to 20

SQUARE HOOKS

Sizes
1¼ to 3 in.

GATE HOOKS AND EYES

Sizes—1¼ to 24 in.



Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.

Home Office and Factory: INDIANAPOLIS, IND.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

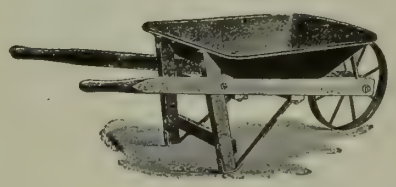
Write for samples and prices to-day.

JUST LET THE WOMEN IN YOUR NEIGHBORHOOD KNOW

that you handle the ***"PURITAN" RE-ACTING WASHING MACHINE***—and you'll quickly see what a splendid seller it is. It is just what every woman wants. It frees her from the slavery of wash-day. It does away with the back-breaking rubbing. The washing for a good-sized family is done in an hour. A child can operate the ***"PURITAN"***—it runs so easily.

The ***"PURITAN"*** knows no seasons, but sells all the year round. Stock it and see what a steady seller and money-maker it is for you. Write for prices to dealers.

David Maxwell & Sons, ST. MARY'S, ONT.



The present time is a time of doubtfulness. Some people state that times are hard. Others that times couldn't be better. Therefore the doubtfulness. **But why be doubtful?** Handle our goods. There is no doubt as to their selling capacity, consumers say "without doubt they are the best ever."

A few of our lines:—**Washing Machines, Trucks, Wheelbarrows, Drag Scrapers, Forges, Blowers, Drills and Blacksmith Machine Tools, etc.**

The LONDON FOUNDRY CO., Ltd., London, Can.

Simonds'

"Crescent Ground"

Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Toronto, Ont. St. John, N.B.

THE CENTRAL DISCHARGE
is an exclusive feature of the

Shirreff Carpet Sweeper

All other sweepers discharge from both sides outwards. The Shirreff alone discharges contents of dirt trays toward the centre. The Shirreff has frictionless metal bearings. Axles are enclosed in dirt-proof tubes. The handle socket, bail and other metal parts are made of steel, either nickeled or enameled, thus making the Shirreff a much lighter and stronger sweeper than those having cast iron parts.

Three grades

LEADER—PREMIER—PARLOR PRINCE

WRITE TO-DAY FOR PRICE LIST

Shirreff Mfg. Co., Limited

Brockville, - - - Ontario

Spear and Jackson Saws

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

SEYMOUR SHEARS

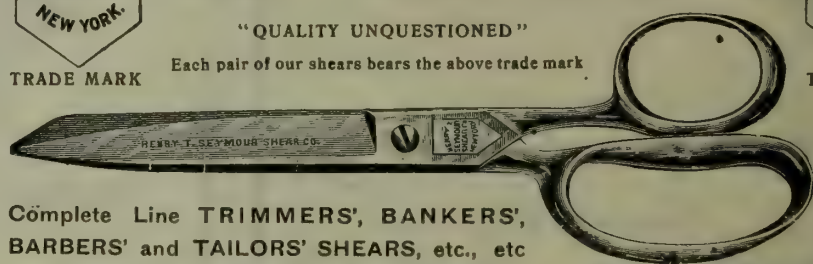
HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

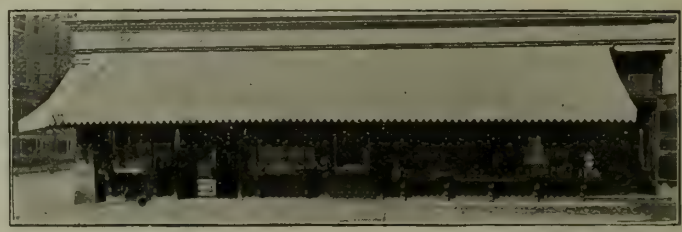


Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



A Photograph of a Bartlett

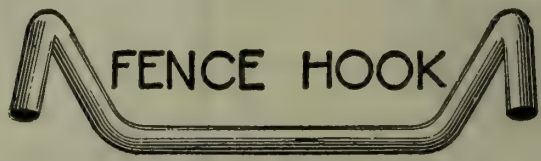
AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

GILBERTSON'S
COMET

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB 13 St. John St., Montreal, Agent

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Letters

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

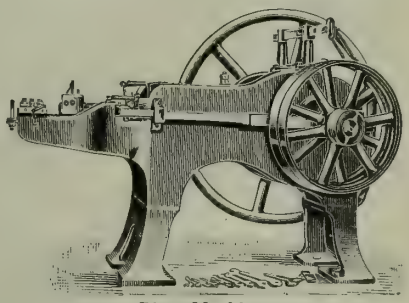
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

COVERT MFG. CO., - TROY, N.Y.

No. 858—Sizes, 1¼, 1½, 1¾, 2 in.

The best "Snap" for the Breast Strap.

"YANKEE" ROLLER SNAP



Rivet Machine

ED. BRAND ENGINEER,

'THE' Wire Working Machinery Specialist

35, Shakespeare Street, MANCHESTER, England.

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving.

Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c.

Plants working in all parts of the world.

Experience extending over many years in the Wire Trade.

CORRESPONDENCE SOLICITED

Mention Hardware and Metal when writing.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Can Works 66
Acme Tool & Stamping Co 11
Ambard, Lucien F. & Co 52
American Shearer Co 11
Atkins, E. C., & Co 74
Atlas Mfg. Co 11

B

Baglan Bay Tin Plate Co 77
Banwell Hoxie Wire Fence Co 15
Barrett, W. U 10
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 76
Barton Netting Co 10
Bell Telephone Co 13
Boker, H. & Co. outside front cover, 69
Bowser, S. F., & Co, Limited 53
Bowes-Jamieson Co 24
Brand, Ed 77
Brandram-Henderson, Limited 54
Brantford Screw Co 81
Brantford Roofing Co. 70
British America Assurance Co 15
Brown, Boggs Co 65
Buffalo Mfg. Co 64
Butterworth & Co 26

C

Cameron & Campbell 65
Canada Cycle & Motor Co 19
Canada Foundry Co 12
Canada Horse Nail Co 14
Canada Metal Co 9
Canada Paint Co 56
Canada Wire Goods Mfg. Co 13
Canadian Bronze Powder Works 57
Canadian Cutlery Co 18
Canadian Fairbanks Co 22
Canadian Hart Wheels Co 15
Canadian Heating & Ventilating Co 27
Canadian Rubber Co ..... outside back cover
Caverhill, Learmont & Co 7
Canadian Logging Tool Co 69
Carter-Crume Co 10
Cavers Bros 15
Chicago Spring Butt Co 1
Clare Bros 27
Clauss Shear Co 61
Collins Mfg. Co 11
Consumers' Cordage Co 19
Covert Mfg. Co 77
Crescent, Wire & Iron Works 11

D

Davey & Co 11
Davidson, Thos., Mfg. Co 9
Dennis Wire and Iron Co 71
Dieckmann, Ferdinand 47
Directory of Manufacturers 11
Disston, Henry, & Son 72
Dominion Cartridge Co 30
Dominion Wire Mfg. Co 73
Dominion Hammock Co 20
Dorken Bros ..... outside front cover
Dowswell Mfg. Co 1
Drummond-McCall 7

E

Eadie-Douglas Co 52
Enterprise Mfg. Co., of Akron, Ohio 71
Enterprise Mfg. Co 67
Erie Specialty Co ..... inside back cover

F

Ford Auger Bit Co 12
Forsyth Mfg. Co 20
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co 70
Gibb, Alexander 77
Gillette Safety Razor Co 9
Gilbertson, W., & Co 76
Greening, B., Wire Co 23
Guelph Spring & Axle Co 77
Gutta Percha & Rubber Mfg. Co ..... outside back cover
Gurney Foundry Co 28

H

Hamilton Bridge Co 18
Hamilton Cotton Co 15
Hamilton Rifle Co 67
Hanover Portland Cement Co 11
Harris, J. W., Co 65
Heinisch, R., Sons Co 71
Hopkins & Allen Arms Co 68
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 14
Hyde, F. & Co 76

I

Imperial Varnish and Color Co 13
Independent Cordage Co 21
International Varnish Co 52

J

James & Reid 11
Jardine, A. B., & Co 77
Johnson's, Iver, Arms and Cycle Works 51

K

Kemp Mfg. Co 30
Kerr Engine Co ..... inside back cover
Kirsinger Mnfg. Co 12

L

Leslie, A. C., & Co 51
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 74
London Foundry Co 74
London Rolling Mill Co 17
Lucas, John & Co 55
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

Mc

McArthur, Alex., & Co 80
McArthur, Corneille Co 53
McCaskill, Dougall & Co 53
McClary Mfg Co 24, 26
McDougall, R., Co 65
McFarlane Walter 14
McGlashan-Clarke Co., Ltd 18
McGregor-Banwell Fence Co 17
McKinnon Dash & Metal Works 22

M

Mace, A. H 12
Manufacturers List Co 11
Maple City Mfg. Co 14
Maxwell, David & Sons 74
Martin-Senour Co 58
Metallic Roofing Co 49
Metropolitan Bank 13
Metal Shingle and Siding Co 70
Metal Stamping Co 72
Montreal Rolling Mills Co 51
Moore, Benjamin, & Co 59
Morrison, James, Brass Mfg. Co 29
Munderloh & Co 63

N

National Hardware Co 64
Nelson, H. W., & Co 23
Newman, W., & Sons 11
Nicholson File Co 79
Nickle Plate Stove Polish Co 13
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 77
Novelty Mfg. Co 21

O

Oakey, John, & Sons 77
Ontario Lantern & Lamp Co 63
Ontario Tack Co 61
Ontario Wind Engine and Pump Co 11
Orford Copper Co 77
Oshawa Steam & Gas Fittings Co 12
Otterville Mfg. Co 12
Owen Sound Wire Fence Co 14

P

Parker Wire Goods Co 11
Parmenter & Bullock Co 11
Paterson Mfg. Co 62
Penberthy Injector Co 21
Pearson, Geo D. & Co 11
Pease Foundry Co 47
Pelton, Godfrey S 57
Peterborough Lock Co 18
Pink, Thos 2
Plymouth Cordage Co 18
Pringle, R. E. T 23

Q

Queen City Oil Co 53
Quibell Bros 64

R

Ramsay, A., & Son Co 57
Rapid Tool Co 70
Richardson, J. E 77
Ridgeway's Agency 17
Robertson, James Co 76
Ross Rifle Co 80

S

Samuel, M. & L., Benjamin, & Co 2
Sanderson Harold Co 67
Seymour, Henry T., Shear Co 76
Sharratt & Newth 53
Sherwin-Williams Co 49
Shirreff Mfg. Co 75
Simonds Mfg. Co 73
Simonds Canada Saw Co 75
Smart, Jas, Mfg. Co 25, 68
Spear & Jackson 75
Stairs, Son & Morrow 79
St. Arnaud Freres .....
Standard Paint and Varnish Works 57
Starr Mfg. Co 73
Steel Trough & Machine Co 11
Stevens-Hepner Co 52
Still, J. H, Mfg 66

T

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S. H., Co ..... outside back cover
Time Saving Coupler Co 65
Toronto Plate Glass Importing Co 10

U

United Factories 55
United Roofing and Mfg. Co 71
United States Steel Products Co 29

W

Want Ads 45
Western Assurance Co 13
Western Wire & Nail Co 76
White Mop Wringer Co ..... inside back cover
Whitman & Barnes 16
Wilkinson, Heywood & Clark 54
Woodstock Wagon & Mfg. Co 10
Wood-Vallance & Co 3
Wright, E. T., & Co 17

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd, Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Acme Can Works, Montreal.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co, Toronto.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co, Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co, Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman Ltd, Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennis Wire & Iron Co, London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd, Montreal
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers.
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co, Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal

Saws.
Atkins, E. C., & Co., Indiananolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co, Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prism.
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co, Montreal.
Stairs Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson & Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"Seeing is Believing"

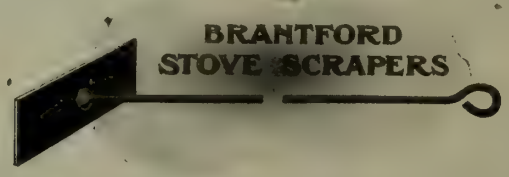
¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC



STOVE Scrapers and Elevator Bolts are only two of our many lines. We make a specialty of Bolts in all shapes and sizes. Oiled and Annealed Wire is another of our products. Let us quote you.

BRANTFORD SCREW CO., LIMITED

BRANTFORD

BAINES & PECKOVER
Toronto

DELORME BROS.
Montreal

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.

Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—200 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1865 — Inc. 1896.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

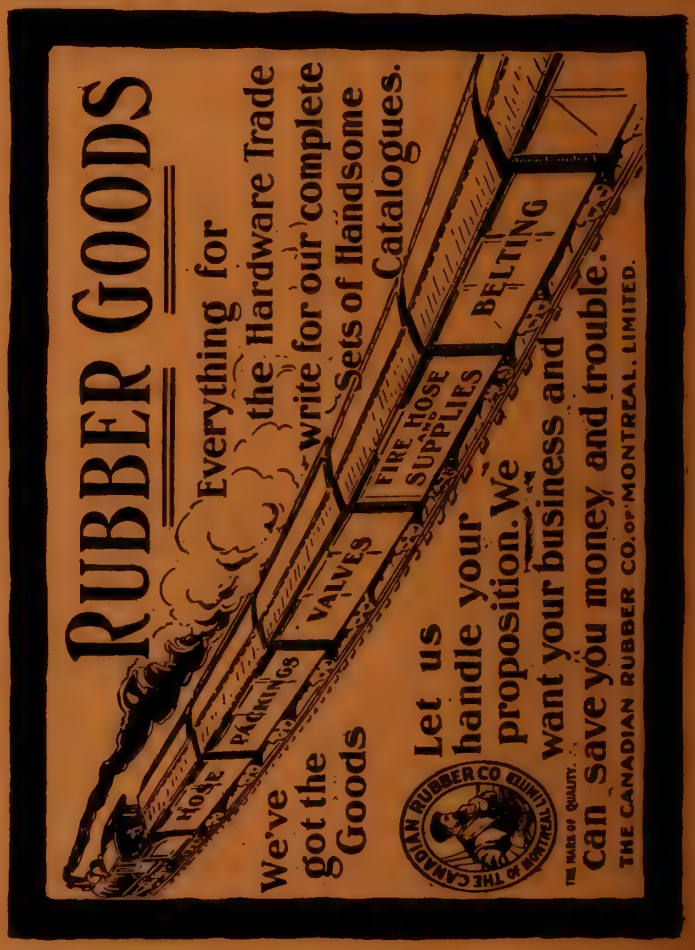
IN STORE AND ARRIVING BY FIRST STEAMERS:

"F. B. & W." Dry White Lead
" Genuine Red Lead
" Orange Mineral
" Ground Litharge
" Flake Litharge
Reduced Red Lead
"V.M." Zinc Oxides
Nitrate of Lead

We can quote you lowest prices, and shall be pleased to have your enquiries.

B. & S. H. THOMPSON & CO. LIMITED

381-383 St. Paul Street
MONTREAL, P.Q.



CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MAY 9, 1908 NO. 19.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

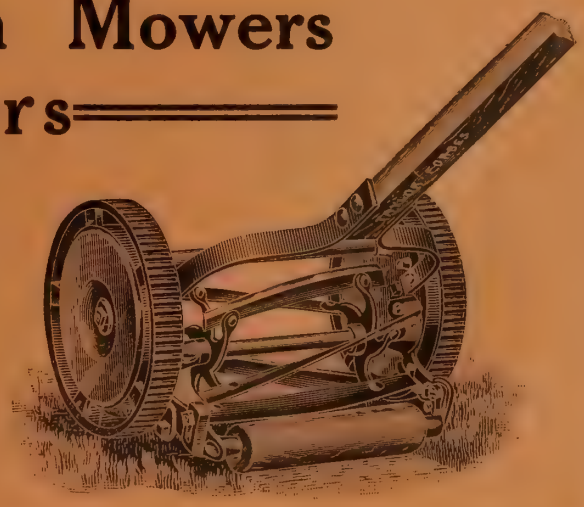
Canadian Agents: DORKEN BROS. & CO., MONTREAL

If other brands are
REALLY EQUAL TO
"QUEEN'S HEAD"
Why are they sold cheaper?

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Taylor-Forbes Lawn Mowers Are the Best Sellers



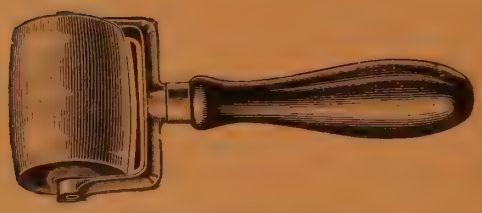
That's because they are better mowers than other makes. Long years of experience have taught us what is the best material to use, and where to get it. The excellent workmanship on our mowers is the result of long continued practice on the part of our highly skilled workmen. If you want the best value in lawn mowers, just send us your orders.

SEND FOR OUR CATALOGUE ANYWAY!

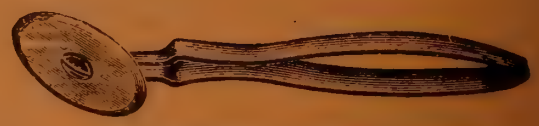
Taylor-Forbes Company Ltd.
GUELPH, - - ONT.

Don't Wait for Something to Turn Up. Try a "WANT AD."

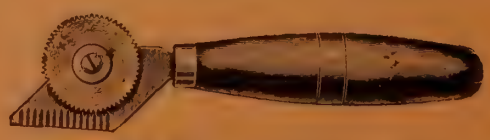
Painters' and Paper-hangers' Supplies



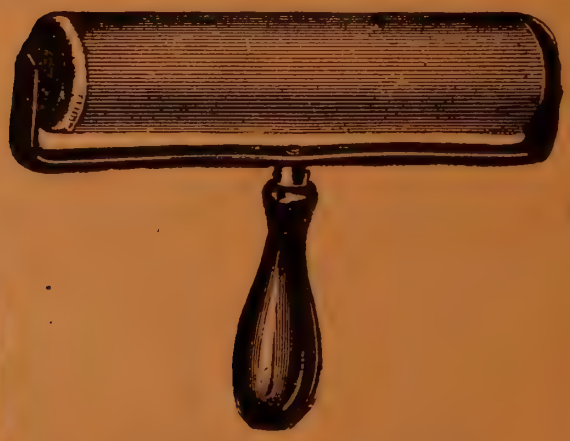
SEAM ROLLER



WHEEL KNIFE



COMBINED CASING AND CORNER KNIFE



SMOOTHING ROLLER
Felt Covered

GRAINING COMBS

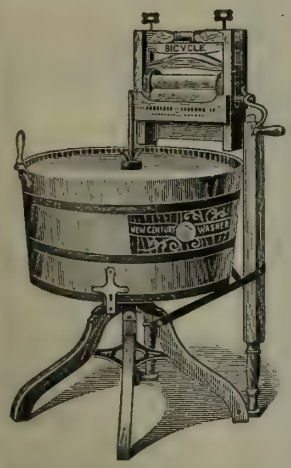
FOLDING TRESTLES

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

Something You Ought to Be Selling



The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.
Hamilton, Ont.

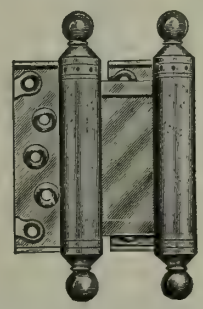
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

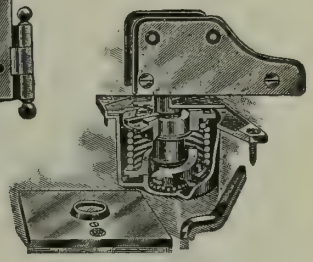
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRADE CSB CO MARK

TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY EXCEL IN
- Easy Running
- Quick Freezing
- Economy
- Convenience
- Practical Results

THEY ARE
- Well Advertised
- In Demand
- Easily Sold
- Satisfactory in Use
- Of Known Reputation

"BLIZZARD"

"GEM"

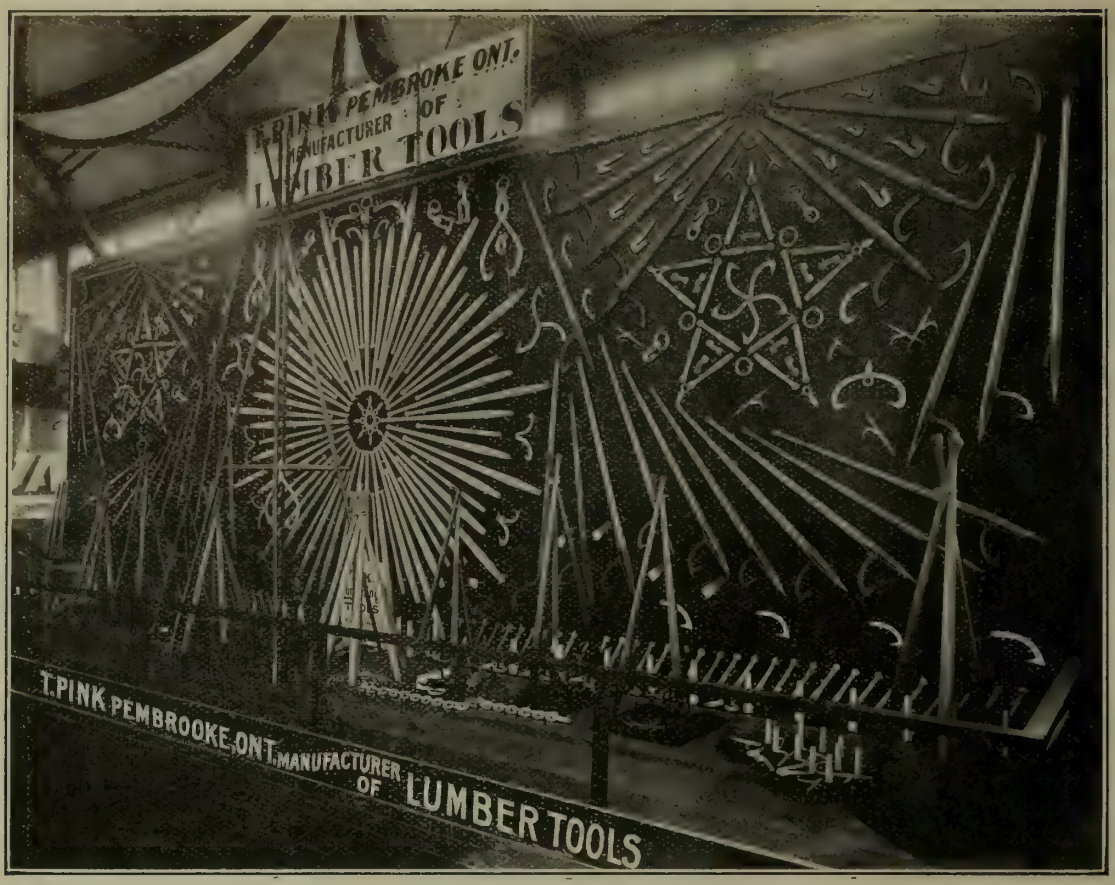
"LIGHTNING"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

SHEET ZINC

From Stock or for Import.

M. & L. Samuel, Benjamin & Co.

Toronto, Ontario **London, England**

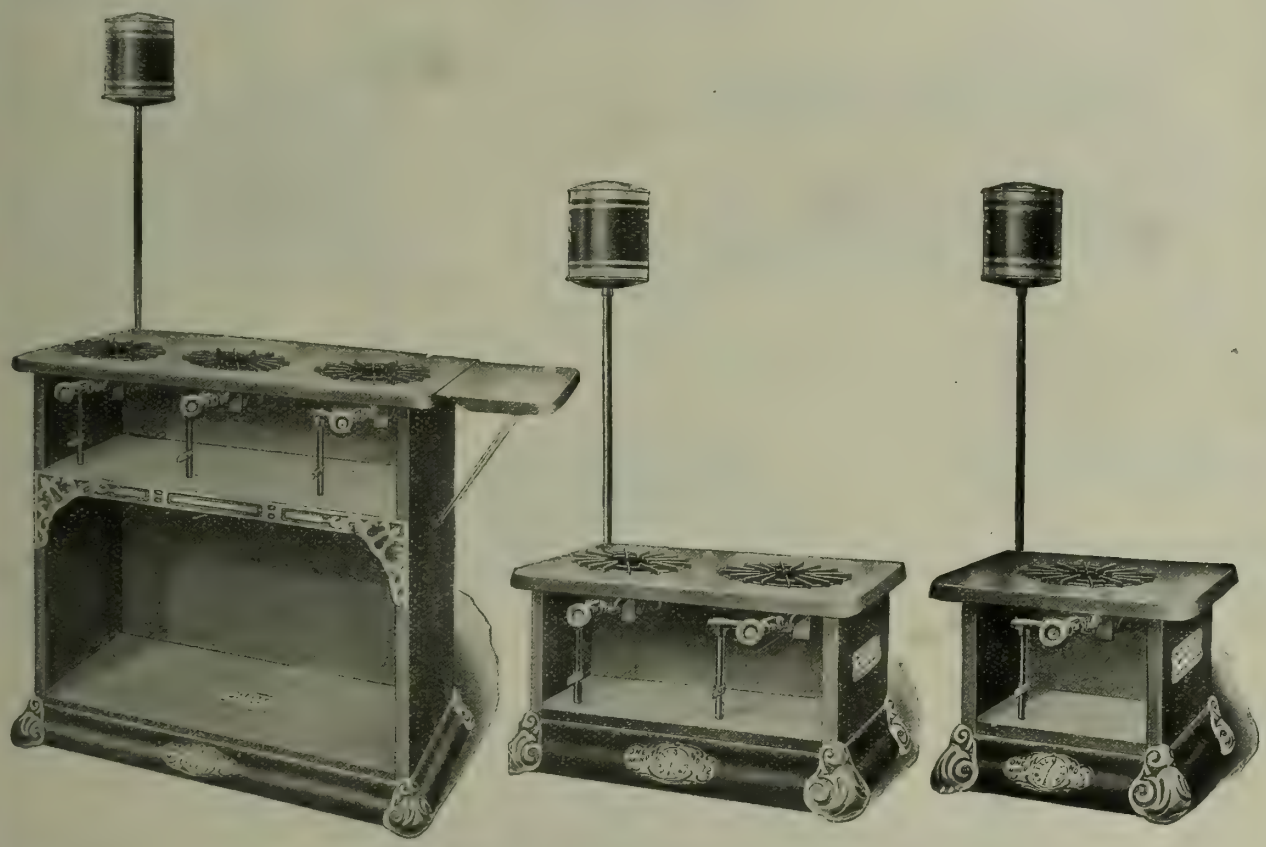
One Minute Stove

Push the lines on which you can make a dollar, let the other fellow take the staples on which there is no profit. We don't know anything that will meet with a readier sale than

"One Minute Blue Flame Oil Cook Stoves"

If you doubt our opinion send us a sample order, in fact we only want sample orders for this line until our factory is in better shape to supply the enormous demand.

All we are trying to do this year is to introduce these goods among the trade. We are satisfied that next year the sales will run into many carloads. There are a great many cheap stoves made and some you can buy for half the price, but comparing actual values you are not getting your money's worth.



This stove can be brought to a full heat in ONE MINUTE after it is lighted, it can be burned one hour or one day and extinguished in a second. It burns a beautiful blue flame, there is

NO SMOKE, NO SMELL, NO DANGER,
NO WICKS, NO ASBESTOS RINGS, NO PERFORATED TUBES

and when we say it is as simple as a gas range this tells the whole story. We are about 500 behind on our orders and we are filling these at the rate of 250 a week.

Place your sample order now, we will guarantee to ship inside of ten days. These are made in one, two and three burner low, and two and three burner high.

A post card will bring you a catalogue giving all particulars.

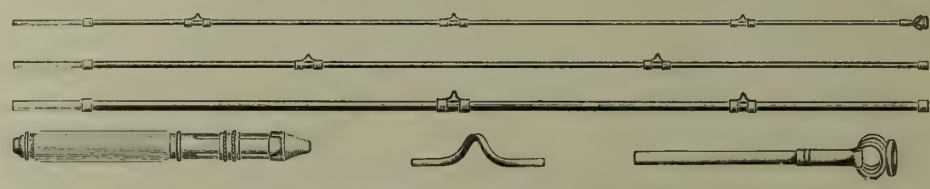
LEWIS BROS., LIMITED

Sole Agents for the Dominion of Canada

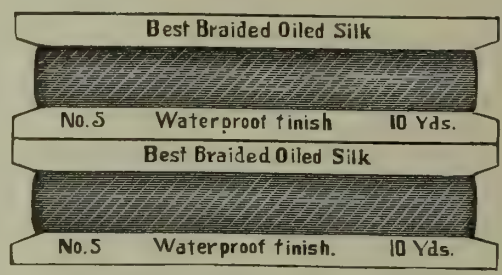
Montreal

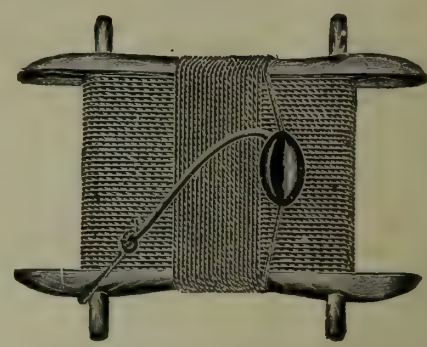
Toronto Ottawa Winnipeg Vancouver

FISHING TACKLE

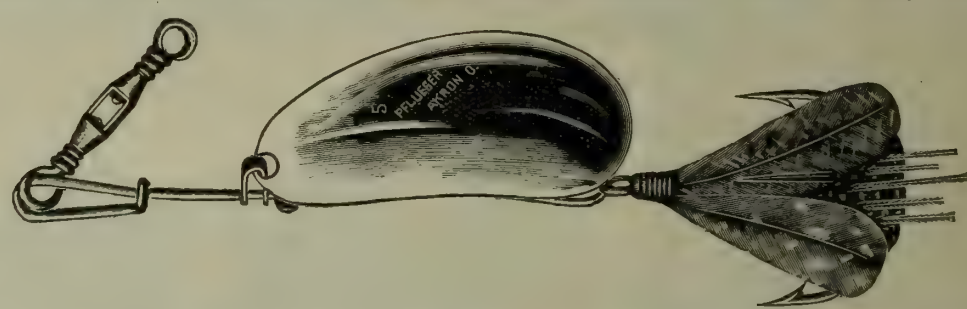


Steel Fishing Rods

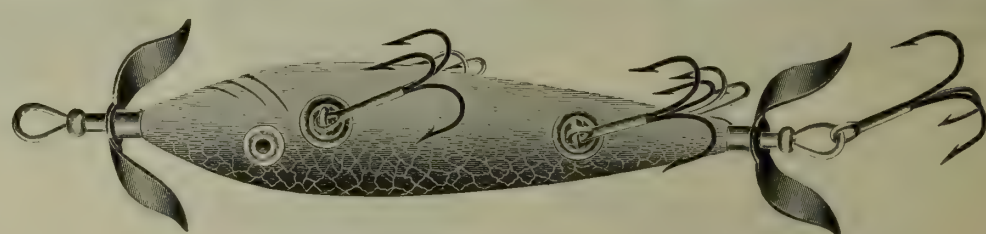




Oiled Silk Lines, Plain Silk Casting Lines, Furnished Lines, Trolling Lines.



Luminous or non-luminous Spoon Baits, Phantom Minnows, Rubber Baits.



Dowagiac Minnows.

If you are interested, write for our illustrated catalogue.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

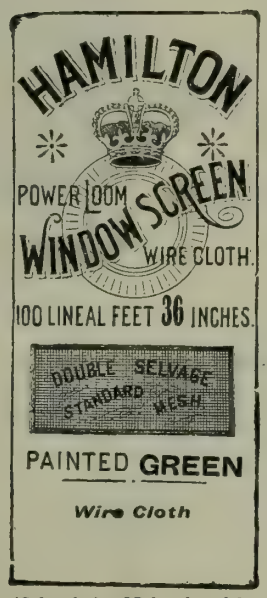
Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

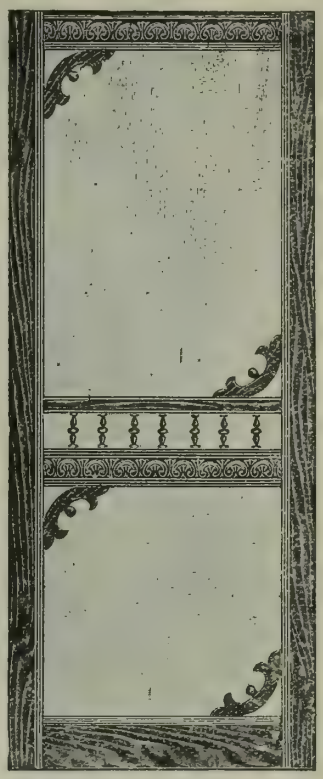
Wholesale Only

Screen Doors and Windows

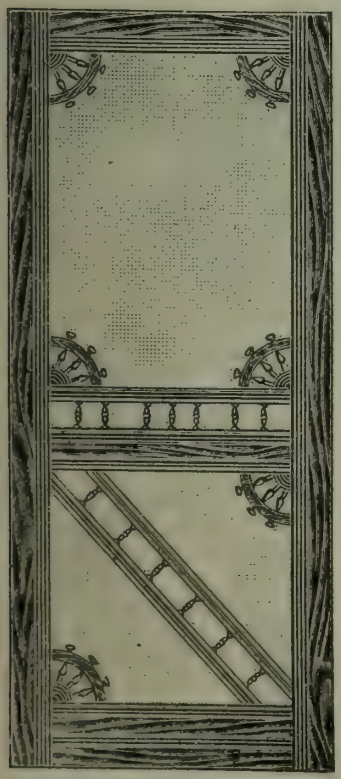
No. 2—Light Stained



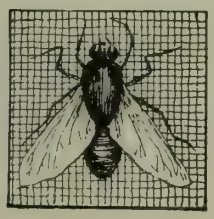
18 inch to 42 inch wide



No. 2½—Filled and Varnished



No. 6 Filled and Varnished



Green Wove Wire Cloth in Rolls

"Perfection" Window Screen

No. 8—Grained Quarter Oak

For fuller particulars in size and finishes see our Hardware Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

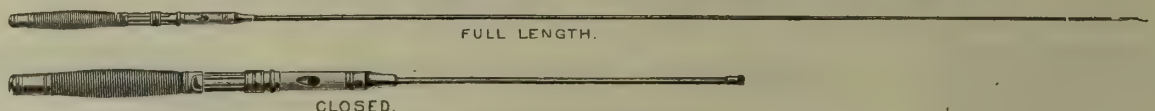
Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices are Right

FISHING REQUISITES



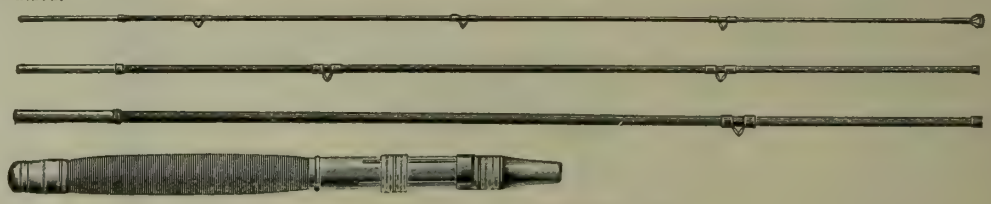
Bristol Steel Bait Rod No. 1

Length 9 feet 6 inches, when telescoped 32 in. polished handle nickle plated mountings.

Minnow Can

Sizes 4 and 6 quarts Japanned and Galvanized.

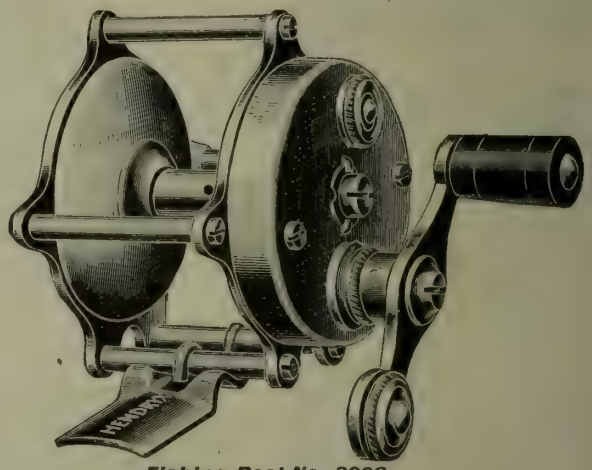
Dominion Trolling Spoon



Bristol Steel Bass Rod No. 211

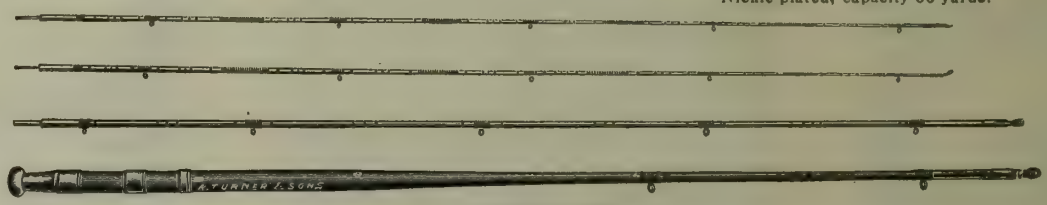
Enamelled green, German Silver, two ringed guides, and has 3 joints 32 inches long, length 8½ feet.

Lead Sinkers



Fishing Reel No. 2906

Nickle plated, capacity 60 yards.



Fly Rod No. 1223

Greenheart, single brazed, ringed, reel seat below handle 3 joints and extra tip, length 10½ feet.

For prices, write us direct, or ask our travellers to quote.

FROTHINGHAM & WORKMAN, Ltd.

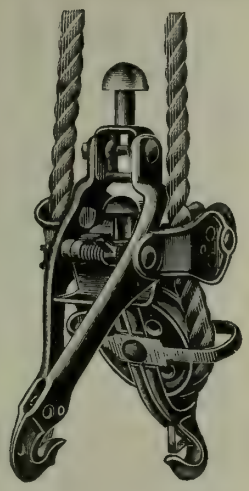
WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

F.&W.

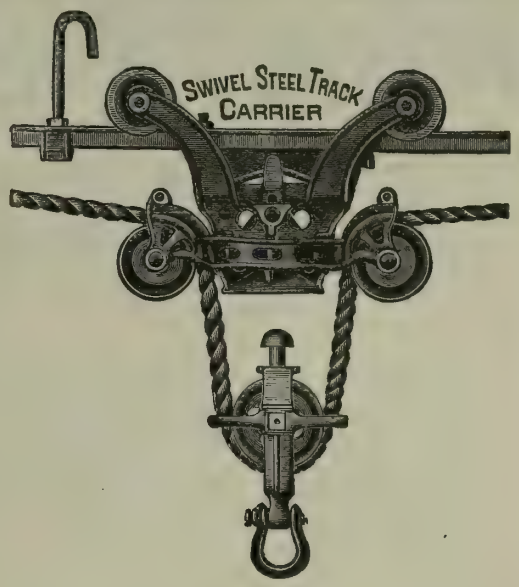
Swivel Rope Hitch

No. 254—Swivel Rope Hitch malleable iron, per dozen $2.00



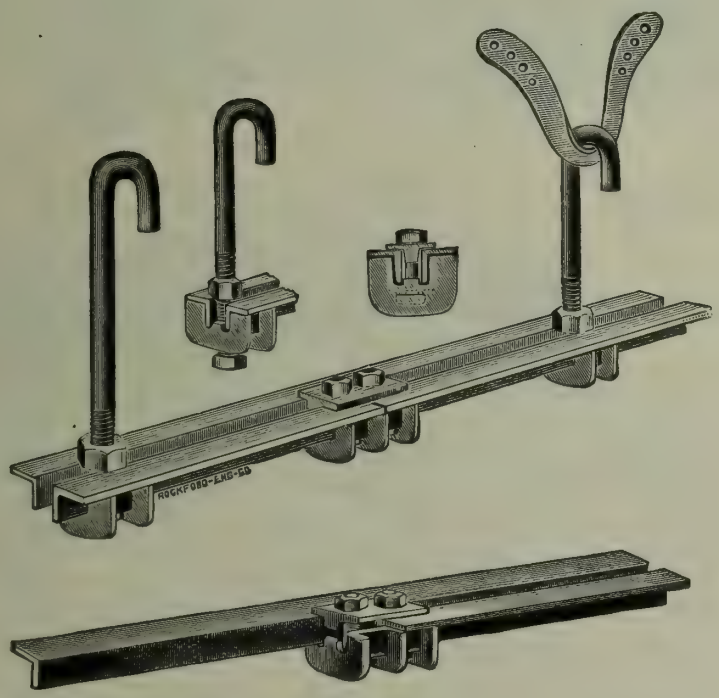
No. 226—Self-locking Sling Pulley, each $2.00

No. 1—Hay slings with 4 foot spreaders, each ...$1.90

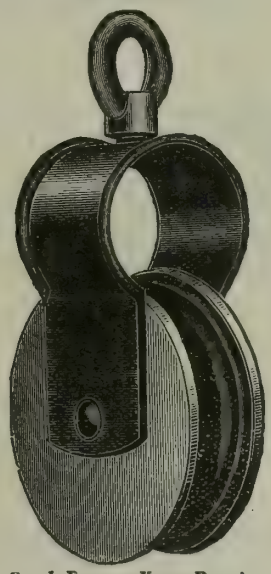


No. 7 Carrier

No. 7—Janesville Steel Track Carrier. Reversible, made entirely of malleable iron. Large track wheels with large turned pins. Weight each 30 lb. Each $3 50



Patent steel track used with No. 7 Janesville Hay Carrier. This track is easy to put up, requires no cutting or drilling, and is the strongest and simplest in use, in 6 and 12 ft. lengths. Per foot..... .06



Steel Frame Knot-Passing

No. 243—Common steel frame pulley, maple sheave, per dozen $2.00

No. 244—Knot passing pulley as illustrated, per dozen $2.60

Caverhill Learmont & Co

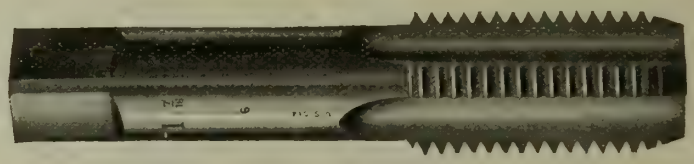
Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street, QUEBEC. FRASERVILLE.

PRATT & WHITNEY SMALL TOOLS

The PRATT & WHITNEY factory at Dundas, Ont., is equipped with the most modern machinery for the production of the highest grade tools.



TAPS
Our special process taps are made uniform, and have one-third longer life than any other made.

ADJUSTABLE REAMERS
Size accurately adjusted without regrinding; will go to the bottom of a blind hole, as there is no obstruction at front end.

RATCHET DRILLS
The Renshaw ratchet is the lightest and strongest made; each part of drop-forged steel; feed automatic.

MILLING CUTTERS
All sizes, kinds and shapes; standard and special.

PUNCHES AND DIES
Spiral punches are easy on the plate, and on the machine. All sizes in stock.

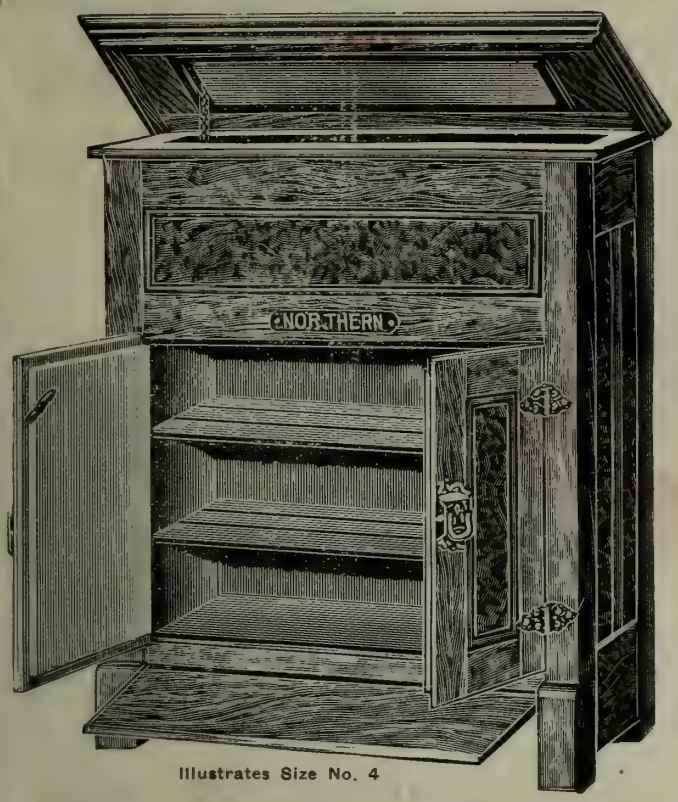
ECHOLS' PATENT TAPS
The interrupted thread tap is the only one for tough steel, copper, etc. Clears itself where others clog and wedge.

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER

Sole Selling Agents



Illustrates Size No. 4

REFRIGERATORS

Prepare for the demand by placing your order now.

OURS

The "NORTHERN"

Refrigerates on the Dry, Cold Air Principle.

No interior sweating. They are made from well-seasoned hardwood with antique flow finish. Zinc-lined throughout. New style swing base. Extra large ice box. Patent drip valve. Air space and insulated with paper and wood.

Also fitted with improved galvanized iron shelves, raised panels, fancy brass locks and hinges. In fact, they are splendid value.

Made in three sizes.—No. 1 and 2 with single doors, No. 4 with double doors.

We can ship promptly. Write for dimensions and prices.

The THOS. DAVIDSON M'F'G CO., Limited, Montreal and Winnipeg

A Few of Our Lines

that will give

YOU A PROFIT

and

YOUR CUSTOMER SATISFACTION

Every Wrapper Carries Our Guarantee.

Write for prices.

A Sample Order Solicited.

E. F. WALTER & CO.

Temporary Warehouse

318 St. James Street, - - - MONTREAL

REGISTERED TRADE MARK W TRUE

Made in Canada.

AGENTS WANTED IMMEDIATELY

For the new

"BUSTER BROWN"

line of first-class

Canadian made Children's Express Wagons

also suitable for light carting and other purposes.

NOTE THE FOLLOWING FEATURES:

1. Strongly made from selected stock.
2. Tight Springboard Bottom 14¼ in. x 36 in.
3. Removable skeleton Express Box.
4. 1⅛ in. x 2¾ in. first-class Hard Maple Axles.
5. Extra heavy 8 inch wheels with special pattern Iron Hubs; ⅝ in. Spokes; ½ in. x ¾ in. Rims bent in one piece; ⅞ in. x ¾ in. tires. Tires set on Hydraulic Tire Setter.
6. Oil Chambers in Hubs help to retain oil or grease and keep wheels cleaner. Require less attention.
7. Heavy Perfect Steering Mechanism. Note special pole connection: no wear on the wood.
8. Iron Braces on front and rear axles.
9. Equipped with Brake.
10. Attractively finished. Box and gearing in the natural wood with red and green trimming; wheels red.

This is really a first-class article, made of identically the same classes of materials as our regular line of Farm and Freight Wagon, etc, where strength and endurance are the prime factors, and finds ready sale throughout the Dominion. The durable article is becoming more popular every day and extensive sales have been made in many places with a good margin of profit.

Packed 1-3 dozen in crate, K.D. Weight, 25 lbs., each. Prices and terms on application to

The Woodstock Wagon and Manufacturing Co. Ltd.,

WOODSTOCK, ONT.

Watch for special announcements in succeeding issues.

Do You Sell Lighting Fixtures?

There's money in it. We have as fine an assortment of Gas and Electric Light fixtures as you will find anywhere in Canada. Designs are elegant and artistic in all the most up-to-date finishes. Moreover our prices will suit you!

SEND FOR OUR LIST!

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

USED ALL OVER THE WORLD Cut shows No. 2. WE HAVE MANY STYLES.

Sold by All Progressive Hardware Merchants. Send for prices **W. L. BARRETT,** Mfr., Bristol, Conn., U.S.A.

BARRETT'S STANDARD GLASS CUTTERS

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

—THE—
CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
THE MANUFACTURERS LIST CO.
Publishers,
P.O. Box 834 Toronto.

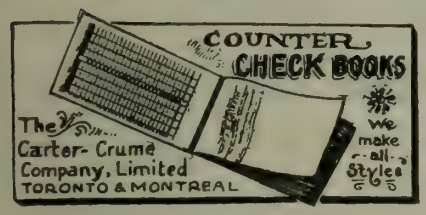
CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

CHECK BOOKS



FIRE ESCAPES.

James & Reid Improved Folding Fire Escape and Roof Ladder.
Reasonable in price and of simple construction. Made of 3/8 round, high-grade steel. Sections and hooks 12 inches long.
Write for further particulars.
JAMES & REID, Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

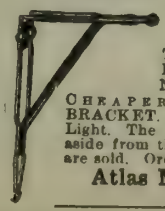
PULLEY BLOCKS AND CARGO GINS.

On Admiralty List.
PULLEY BLOCKS AND CARGO GINS.
Large variety of patterns. Single, double, Treble and Snatch. For Hemp or Wire Rope. Fitted with Galvanized or Gun-Metal Sheaves. Patent Roller Sheaves or Patent Self-Oiler Sheaves. Best possible workmanship and quality guaranteed. As supplied to H. M. Government. Also Cargo Gins and Ships' Fittings of all kinds.
DAVEY & CO., 88, West India Dock Road
LONDON, E.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

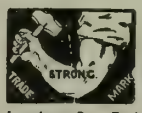
SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin. Manufactured by
THE COLLINS MFG. CO., - TORONT

TANKS.

Steel Tanks
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Bins, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co. Limited
TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.

VENTILATOR

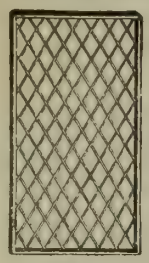
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS

Twice as quick as any other machine with half the ice.

NO DIRT
NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,
746 Notre Dame St. West, - MONTREAL

Perfect in Threading, Material and Finish

These are the qualities which have made

"Diamond" Brand Fittings

the standard. Plumbers and Steamfitters the country over want "Diamond" Brand.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

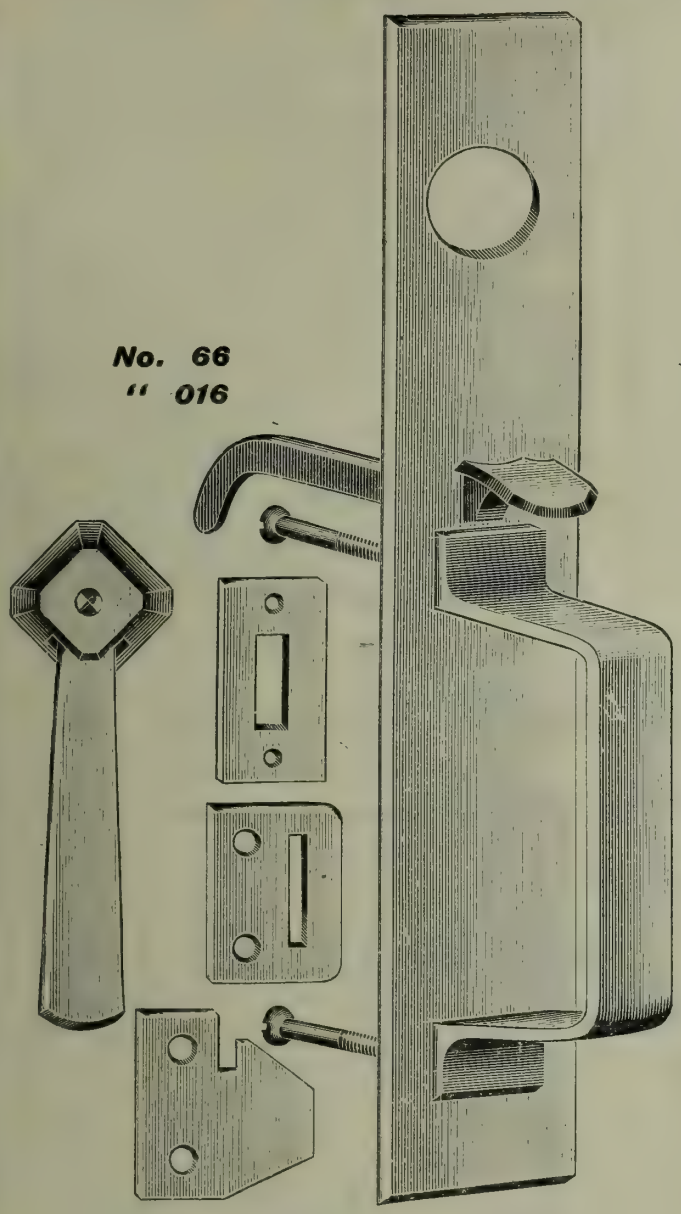
Annual Subscription $2.00

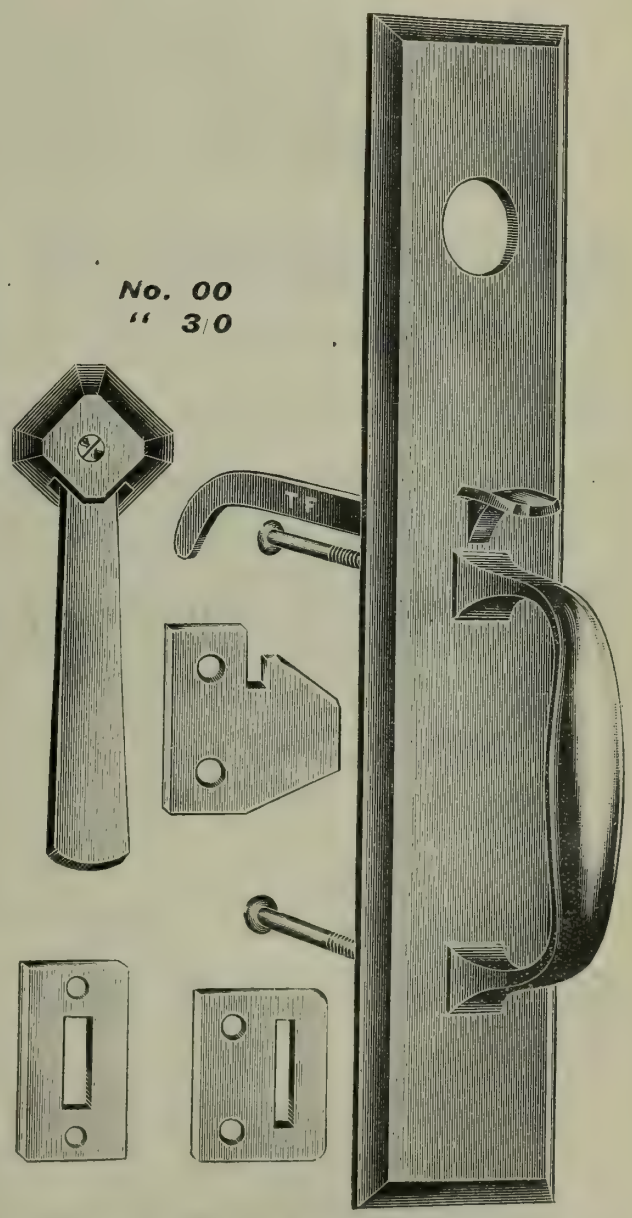
THE CANADIAN GROCER

MONTREAL TORONTO

Store Door Handles for use with any Cylinder Night Lock—

Mr. Dealer---Why not buy these handles and supply a night latch according to the desire of your customer. Don't you often find they will say they like a certain trim but would prefer a different lock. By stocking these handles you can make up your own combination to suit every requirement.





We can supply promptly the following sizes and in any desired finish :

No. 66 Solid Bronze,	**Size of**	**Plate**	**2 3-8 in. x 13 in.**
No. 016 Cast Iron,	"	"	**2 3-8 in. x 13 in.**
No. 00 Solid Bronze,	"	"	**2 1-2 in. x 12 1-2 in.**
No. 3/0 "	"	"	**3 3-8 in. x 15 3-4 in.**

If your jobber does not offer these and you desire a sample of each or either—write us direct for prices or send us your order. When you have examined them you will be interested because they are trade winners and money getters for you.

MANUFACTURED ONLY BY

Taylor-Forbes Company, Ltd.

GUELPH, - ONT.

The Howland Pump Oiler

FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

A Fence Which Is Always Satisfactory To The Farmer

The farmer is about your largest customer for wire fencing. He wants a fence which will stand a good deal of abuse without bending or breaking and on this point the

"DILLON"

Hinge Stay Field Fence

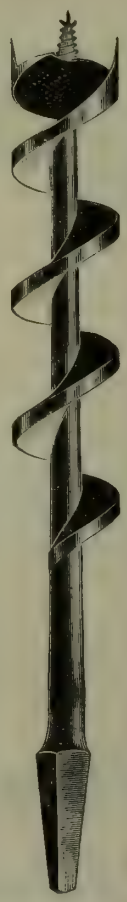
has no equal. The "Hinge Stay" is the reason.

SEND TO-DAY FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal; Messrs. Christie Bros. Co., Limited, Winnipeg; The Aberorombie Hardware Co., Vancouver



Do You Sell Tools?

If you cater to carpenters and do not handle the

"RAPID" Auger Bits

you are missing a lot of paying business. These bits command the immediate attention of every good mechanic because of the patent

GUIDE POINT

which ensures perfect boring through any kind of wood. The steel in these bits is a specially manufactured grade.

Write for our Price List.

The Rapid Tool Co., Limited

PETERBOROUGH, ONT.

Pflueger's Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

CONGO NEVER LEAK ROOFING

Illustration Shows Congo on Roof of L. S. White Foundry, Endicott, N. Y.

"A Congo Roof" is the answer to all roofing difficulties. No leaks, no worry, simply solid satisfaction.

Congo is unaffected by climatic or weather changes. Once laid in place it can be relied upon to give ***real*** protection.

Congo is a vast improvement over the old style roofings of tin, slate, shingle and asphalt.

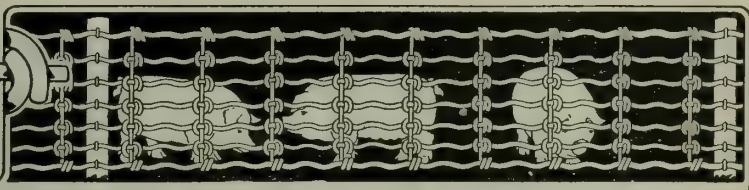
Congo is easily laid. A hammer, a knife and a ladder are all you require. Cement, nails and caps are furnished free with every roll.

Before ordering your new roofing, send for free booklet and sample of Congo. Once you see how tough, pliable and waterproof it is, you will order no other kind.

UNITED ROOFING & MFG. CO., Philadelphia, Pa.

SUCCESSORS TO BUCHANAN FOSTER CO.

H. S. HOWLAND, SONS & CO., Toronto — STARKE-SEYBOLD, Let'd., Montreal
MECHANICS SUPPLY CO., Quebec — S. HAYWARD CO., St. John
GEO. E. SMITH CO., Halifax



DEPENDABLE FENCING. Dependable alike for Dealer and User because we know the Canadian farmers' needs and we furnish Woven Wire Fence that meets his requirements. It gives him absolute satisfaction that's why he buys it, and that's the reason

THE PEERLESS FENCE is the one dealers should handle. Write to us and let us give you its talking points, show you its merits and how you can increase your profits by its sale. Write to-day.

THE BANWELL HOXIE WIRE FENCE CO., Ltd., Dept. J., HAMILTON, Ont., Winnipeg, Man

Sales Plans

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

GETTING HOLIDAY BUSINESS,
SPECIAL SALES,
EXPOSITIONS,
SOUVENIRS,
PACKAGE SALES,
MONEY MAKING IDEAS,
CONTESTS,
SENSATIONAL ADVERTISING.

Do you want to know 333 WAYS OF GETTING TRADE? We will send you "Sales Plans" postpaid on receipt of $2.50.

282 PAGES. BOUND IN CLOTH.

The MacLean Publishing Company, Limited

Technical Book Department, 10 FRONT ST. E., TORONTO

THE ERECTION AND REPAIR OF

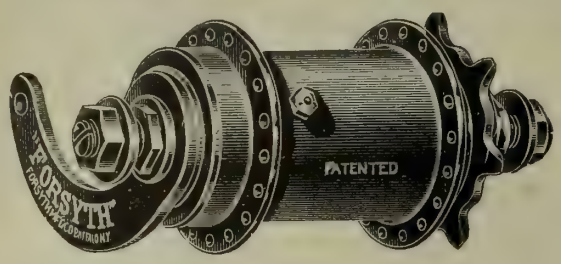
WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO

A Perfect Coaster Brake



The simplicity of construction makes it so.

The ordinary rider can readily take it apart.

Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

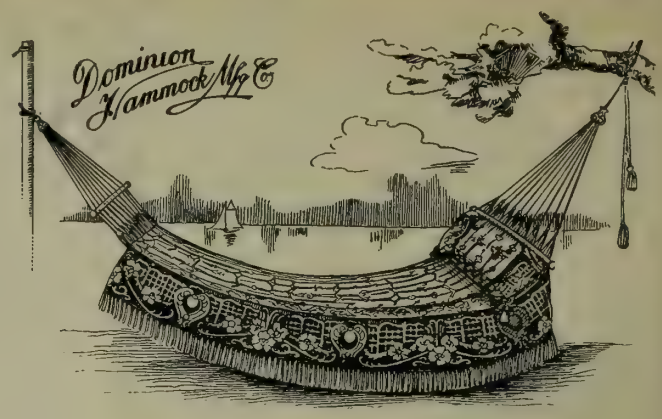
It can be adjusted without removing wheel from frame.

Let's mail you facts showing just where you get your money.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

Catalogue of "Wilwear" Bath Room Fittings Upon Request

¶ Two pieces of heavy brass are used to form the NIAGARA LAWN SPRAY. The upper circle is stamped to give greater strength and to furnish the three different angles to the spray. The three rows of perforations are of very small size, and do not permit the escape of any stream of water that will wash away the dirt or injure any flower bed. The brass screw for attaching to the hose is machine-turned inside and out, gives neatness, great strength and perfect fit on the hose connections. There are no loose or movable parts to get lost or out of order like the whirling sprinklers. They are regularly finished in dull nickel, but will be furnished in brass if so ordered.

The NIAGARA LAWN SPRAY will last a lifetime and give the most satisfactory results of any device of the kind ever invented. The retail price is $1. For sale by all jobbers and dealers, or direct upon receipt of price if dealer cannot supply.

Novelty Manufacturing Company, SPECIALTIES IN METAL GOODS, **Waterbury, Conn.**

P 17 TO 24 MISSING

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

SEND FOR CATALOGUE

SAMSON JUNIOR

Neat, Compact and Durable.

Hello! Hello!!

ATTENTION IS CALLED TO OUR FULL LINES OF

Telephones and Switchboards

DIFFERENT TYPES TO MEET EVERY REQUIREMENT

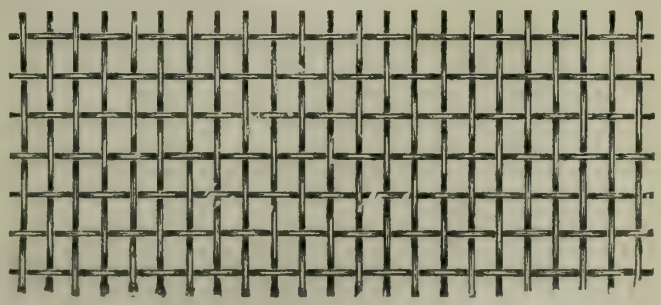
Some telephones satisfy for a day, ours always.
Come to our store and see them in operation.

The R. E. T. PRINGLE CO., Limited, MONTREAL, QUE. WINNIPEG, MAN.

EVERYTHING ELECTRICAL

Wire Cloth for

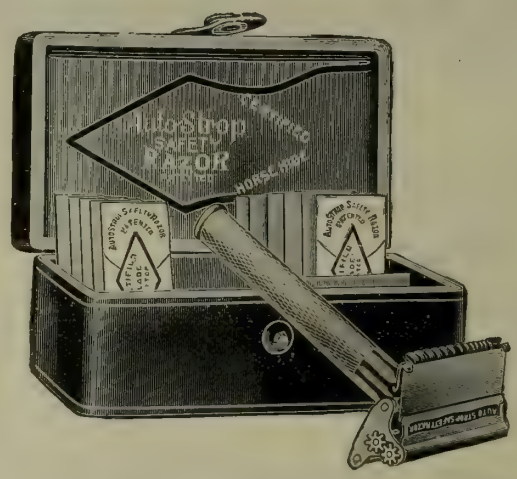
Sand Screens, Coal Screens, Cinder Sifters, Evaporators, Grain and Seed Cleaning Machinery, Milk Strainers, Galvanized and Regalvanized Cloth, Wire Lathing, Window Protection, Malt Kiln Floors, Woolen Mills, Smoke Stacks, Mining Screens, and for all purposes.



The B. Greening Wire Co., Limited, ***HAMILTON, ONT. MONTREAL, QUE.***

The Razor Steel Does Not Grow

that will keep sharp without a stropping



Auto-Strop SAFETY RAZOR

is the only safety razor

THAT you can strop without taking apart.

THAT keeps the blade on the strop at the correct angle, the great difficulty in all razor stropping.

THAT a child can strop and cannot do it wrongly.

THAT you can clean in a jiffy without taking apart.

THAT will shave a heavy beard without pulling.

THAT will give as pleasant a shave the hundredth time as the first.

We want you, as a **conscientious cutlery dealer,** to study our razor carefully—to try it personally—and recommend it **only as you know it.** In guaranteeing the Auto-Strop to the public you have us at your back. Messrs. Caverhill, Learmont & Co., of Montreal, tried the Auto-Strop, giving it a thorough personal test, and then advertised it in these words:

> "*The Auto-Strop Safety Razor is a complete solution of the difficulty of stropping Safety Razor Blades. It is the most perfect Safety Razor yet produced.*"

The Auto-Strop offers a sharp edge against every other safety razor's dull edge.

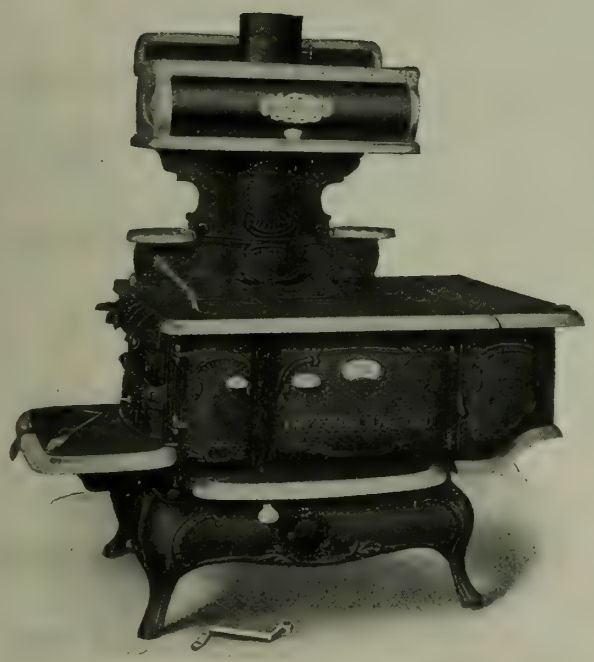
Standard Set, complete with Strop and 12 Blades, retails at $5.00
The price is patented and the trade protected. Liberal discount to the trade.

The Auto-Strop Safety Razor Co., Limited

14 ST. HELEN ST., - - MONTREAL

SOME IMPERIAL SELLING FEATURES THAT MUST IMPRESS THE STOVE-BUYER—

Real Gurneyisms

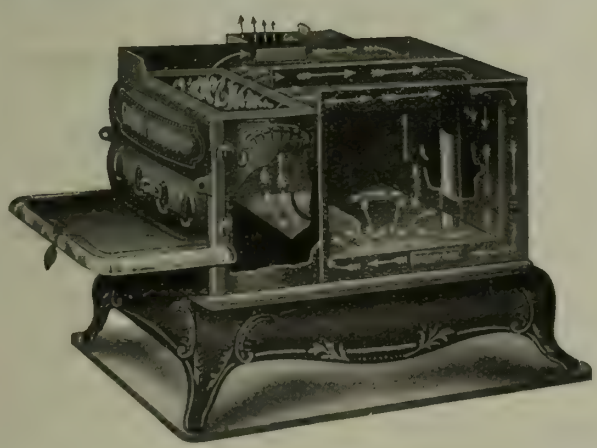


SHOW, IN SELLING—

that the range may be changed from coal to wood in less than three minutes, and that the 20 inch oven range will take a 24 inch stick of wood.

THEN SHOW—

the new reversible grate, and the division strip that keeps half the heat travelling around the front of the oven. The Imperial **ALWAYS** bakes evenly. The customer can see at a glance the removable nickle rails. You can show her that these may be removed on wash-day. The Imperial "new" look may be retained. She will also appreciate the new way of removing ashes.



The Imperial offers a real chance to the salesman—On your floor it will be **YOUR BEST SELLER.**

Have you our Discounts?

THE GURNEY FOUNDRY CO., Limited,

STOCKS CARRIED AT

Toronto, Montreal, Winnipeg, Hamilton, Calgary, Edmonton, Vancouver

SUNSHINE FURNACE

And Coal Economy

Everything we say about Sunshine Furnace is absolutely true. That is the reason our agents re-enforce our arguments.

COMBUSTION taking place in the dome or top chamber of furnace fire-pot is the result of air and heat mingling with fumes. This combustion produces heat-energy, which the radiating surfaces above and around fire-pot absorb or draw in and then deflect or throw off. Incoming cold air receives this heat-energy, the result being heated air. Now, if the combustion takes place at a faster rate than the radiating surfaces can absorb and deflect, the surplus heat-power will pass up the chimney or into cellar—*a waste of coal.*

There is no waste of coal in "Sunshine" Furnace. Circuit of radiator is so complete, and air-circulating space so large, that every bit of heat-energy is quickly absorbed and quickly deflected on the circulating cold air, which is thus quickly heated and ascends through the hot-air pipes to rooms above.

The check-draft of a furnace is situated on the smoke-pipe. When this draft is closed—especially on an "ordinary" furnace—heat particles can escape up chimney. When check-draft is opened the incoming cold air from the cellar drives all heat particles back into furnace proper. If the grates and fire-pot of furnace are not constructed properly, there's a clogging and gathering of ashes, and fire does not burn up readily. If no provision is made for gas escape, the check-draft must be left closed indefinitely—*a waste of coal.*

There is no waste of coal in "Sunshine" Furnace. No clogging can take place in the 4-piece grate, no ashes can gather on the straight fire-pot walls, and the Automatic Gas Damper makes every provision for the escape of gas; consequently, check-draft can be opened shortly after coaling and all heat-energy saved for radiation.

The big amount of money we spend to reach your customers means a big amount of results for you.

London
Toronto
Montreal
Winnipeg

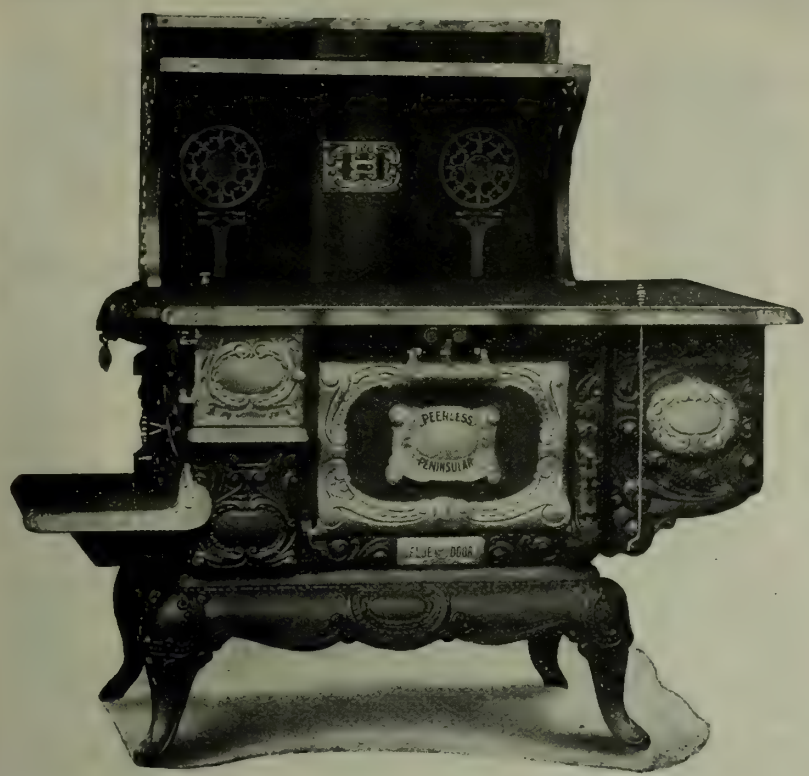
McClary's

Vancouver
St. John, N.B.
Hamilton
Calgary

AGENT'S TESTIMONY 3

We can vouch for the "Sunshine" virtues mentioned above. We have installed this furnace and kept records of its performances, and know it to be exactly as represented.

The Wise Furnace Man Appreciates Advertising



The Large, Square Fire Door

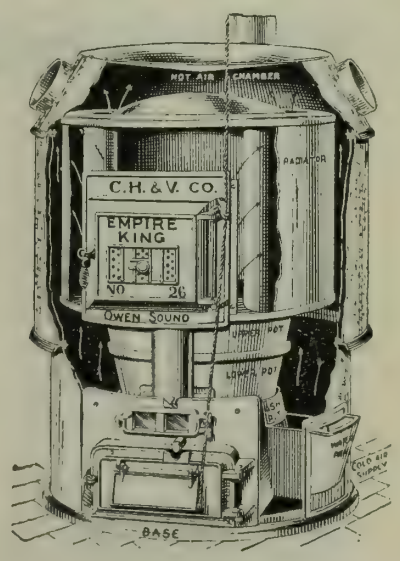
of the **Peerless Peninsular** is a great advantage when selling to a man who wants to burn wood. It opens up on a large wood fire box that will burn comparatively rough wood and has plenty of capacity to heat the oven. The change from coal to wood can be made almost instantly. To remove the end linings and reverse the grate bars is all that is necessary, but where desired we can supply a special wood fire bottom. The Peerless is just as well adapted for country as for town trade.

CLARE BROS. & CO., LIMITED - PRESTON AND WINNIPEG

YOU CAN GET MORE BUSINESS

by handling the

EMPIRE KING FURNACE



than any other on the market. The Empire King will give the highest satisfaction whether hard or soft coal, coke or wood is used, thus appealing to a broad class of customers. The Empire King is low-built. It can be set up in low cellars without cutting away any joists. It has few parts and few joints, thus being simple and easy to set up, and staying right after it is set up. The Empire King embraces every vital, up-to-date furnace improvement, and has the special feature of cast iron fire guards. These are fitted around the interior of the radiator at the bottom, and prevent the burning out of the steel.

SEND FOR CATALOGUE

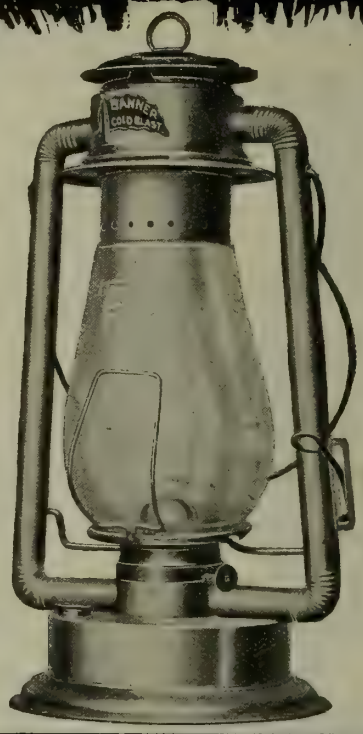
Canadian Heating and Ventilating Co., Limited

Owen Sound, Ontario

BANNER TRADE MARK

BANNER COLD BLAST LANTERNS

The best made - write for our Catalogue



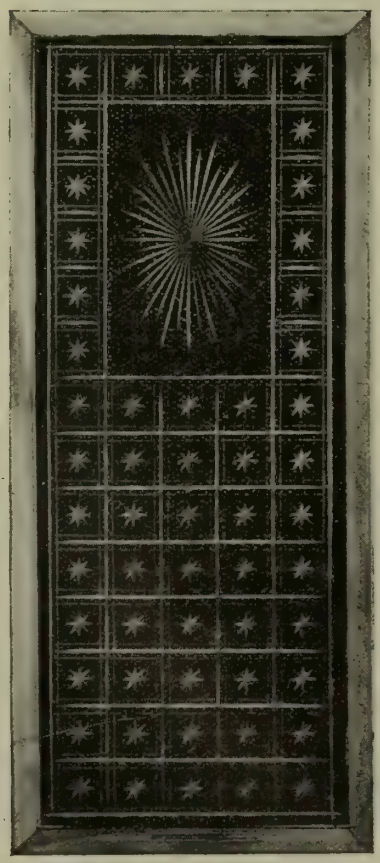
BANNER TRADE MARK

THESE LANTERNS ARE THE STRONGEST BEST FINISHED LANTERNS ON THE MARKET. THEY ARE WARRANTED

WIND-PROOF OUR PATENT LOCK NEVER FAILS TO HOLD THE LANTERN OPEN.

ONTARIO LANTERN & LAMP Co LIMITED

Hamilton, Ontario, Canada.



Can You Supply the Demand for

LEADED GLASS?

We can help you to supply any local demand for anything in this line. Our catalogue shows designs for art glass windows which cannot be equalled anywhere for variety and beauty. Our big business and splendid organization enables us to

Quote You A Low Price

for the very highest class of work. May we send you our catalogue? You ought to have it beside you in case an inquiry comes along.

The Hobbs Manufacturing Co., Limited

London Toronto Winnipeg

At

The New Waverly Warehouses and Structural Shops of The Carnegie Steel Co., Newark, N. J.

CUT TO ANY LENGTH. And QUICK SHIPMENT A SPECIALTY.

The North Works of The Illinois Steel Co., Chicago, Ill.,

We carry in STOCK 100,000 Tons

BARS, PLATES, BEAMS, CHANNELS, ANGLES, RAILS

We also solicit inquiries
For Prompt Shipment Direct from Mills, Pittsburg, Pa.

United States Steel Products Export Co., Montreal, Can.

Distributors For Quebec, Eastern Ontario and Maritime Provinces.

MARINE BRASS WORK

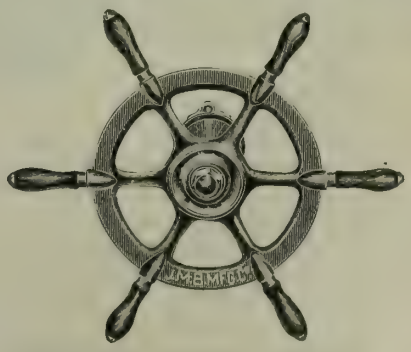
and Sanitary Fixtures

We make a variety of Brass Goods and Supplies for Marine Service.

Heavy Pattern Brass Mountings for Marine Boilers, Ship Telegraph, Steering Apparatus, Brass Binnacles with Compass, Yacht Steering Wheels, Brass Fog Bells, etc.

Brass Binnacle

Folding Lavatory for Yachts



Steering Wheel for Launches

The **James Morrison Brass Mfg. Co.,** Limited
93-97 Adelaide St. West, TORONTO

Dealers are friendly to themselves when THEY PUSH

DOMINION AMMUNITION

They admit—all over Canada—they **admit** their friendliness to us, but it is simply a case of good business.

You find a steady and satisfied customer whenever you recommend DOMINION cartridges and shells.

The quality does this for you.
Quality builds factory additions for us.

We know how to make the best Ammunition, and we know how to back the dealer with good local advertising.

The Prices are Right for Profits.
The newspaper advertisements help you sell.

FOR ALL MAKES OF ARMS.

Dominion Cartridge Co., Ltd., Montreal

KEMP'S WATERING POTS

Patent Zinc Roses—Detachable Spouts

Quarts	1	2	3	6	10	14
Plain, Per Doz.	$2.70	$3.40	$3.95	$5.10	$6.40	$7.30
Japanned, Per Doz.	3.20	3.85	4.50	5.65	7.10	8.10
Galvanized " "	—	—	—	8.00	9.00	11.00
Case Lots Doz.	3	3	3	3	2	2

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Builders' Show at Montreal

Attractive Displays Made by Manufacturers of Heating Apparatus, Roofing Material and Builders' Supplies—Illustrations of Some of the Exhibits.

The second annual show held under auspices of the Montreal Builders' Exchange at the Coliseum, Montreal, in Easter week, proved most successful, and was in consequence extended four days longer. The various booths were effectively arranged, and with the strong co-operation of the exhibitors, most excellent results were attained. Nothing that builders and contractors required were lacking in the display, and the most modern methods of heating and cooking were displayed and explained to the vast crowds that daily visited the show.

Plumbers were especially interested; for here they saw all the latest ideas that the most progressive firms of Canada are putting on the market, and the cuts and details that we give below show the extent of the field covered and the interesting, not to say, artistic, appearance of the exhibits.

The list of exhibitors included Lockerby & McComb, Canadian Asbestos Co., Hill Electric Switch Co., Martel, Stewart & Co., E. F. Dartnell, Warden, King & Co., King Radiator Co., Clinton Fireproofing Co., Pedlar Roofing Co., Swan, Church & Co., Montreal Terra Cotta Co., Laprairie Brick Co., Francis Hyde & Co., Hyde & Webster, T. A. Morrison, Frank Ramsey, Window Strip Co., Geo. W. Reed, Alex. McArthur & Co., Gurney, Massey & Co., Sovereign Lime Co., Montreal Wood & Mosaic Flooring Co., Decarie & Lesage Co., G. P. Brown, Geo. A. Goodfellow, Dominion Radiator Co., Brantford Roofing Co., Armstrong Cork Co., Robt. Mitchell & Co. and Seaman, Kent & Co.

Daisy and Viking Boilers, King Radiators, Bath Heaters and Soil Pipe, Shown by Warden King, Limited.

Warden, King & Co.

The display of Warden, King & Co., 151 Craig Street west, Montreal, at the Builders' Show was generally commended. Arranged near the main entrance, the position was one which well set off the popular articles that the firm place upon the market. From large to small boilers, from the new King radiator to the smallest fitting, there was a complete assortment to interest the many observers, who could see for themselves the fine workmanship and up-to-date qualities of the goods.

The "1908" Daisy Boiler came in for a great share of attention. This boiler has earned for itself a gratifying reputation in the past quarter of a century for durability, general economy of coal, and heating capabilities, and the new features which the 1908 Daisy now possesses, greatly add to its qualities, and make it even a better boiler than it was before. The popular and reliable "Viking" boiler was also greatly in evidence.

Great interest, too, was centred in the King radiators, which are being manufactured at the large new King radiator plant at Toronto. The radiator line is a new one for Warden, King & Co., but they are leaving no stone unturned to manufacture an article that will be as equally serviceable in its way as the Viking and Daisy are in theirs. All that modern ideas can contribute to the science of radiation has been utilized in the manufacture of these radiators, and the result is a most artistic and ser-

viceable article which received general approval from the plumbers and contractors visiting the show.

All the newest accessories in the trade were on view, and the whole display gave a good idea of the fine work turned out by the firm, as well as the wide range of plumbing and heating goods manufactured.

At the show L. M. Giasson looked after the sales end for the French-speaking department, and W. Rodden and A. W. Lamontagne for other departments, the whole being under the superintendence of L. A. Payette, the Montreal manager for Warden, King & Co., R. J. Cluff, of Cluff Bros., selling agents for Warden, King & Co., at Toronto being also present during a large portion of the show.

The Armstrong Cork Co.

Much interest was taken by all visitors in the display of the Armstrong Cork Co., whose Canadian office is at 425 Coristine Building, Montreal, and is under the capable management of W. G. Kent. The booth at the show was artistically laid out with cork board as flooring and steps, also counters, while disposed all about the stand were specimens of cork board, illustrating its insulation uses, also for pipe covering for cold storage buildings, breweries, packing houses, refrigerators and for ammonia, brine, ice and cold water pipes.

Mr. Kent has greatly expanded the business since he took charge and his capable staff at the show did good work in making the goods better known to the trade. Cork has such manifold uses that it was really an education for many to hear them explained.

Nonpariel pipe covering is manufactured in four thicknesses to meet different service conditions and to secure satisfactory results, the proper grade must be used and the material carefully applied. No pains were spared to point out all the details to the actual and possible customers of the company. Attractive booklets and other information will be sent on application.

Exhibit of Lockerby & McComb, Manufacturers of Building Paper, Montreal.

Cork Board and Pipe Covering Shown by the Armstrong Cork Co.

Lockerby & McComb.

Lockerby & McComb, of 65 Shannon St., Montreal, whose Shield Brand ready-roofing has acquired a wide reputation among the builders of the country, not only for quality of material but for its reasonable price as well, had a nicely arranged booth in a prominent location at the Builders' Exhibition. Miniature roofs covered with this high-class roofing, attracted the attention of spectators who could see for themselves the adaptability of the material, its unequalled quality and its durable finish. Roofing to be of any value to the user must be very, very good, and an inspection of these roofs under the courteous guidance of those in attendance at the booth, showed that here was value and more than value for the money, and what Lockerby & McComb claimed for their roofing was fully justified on inspection.

Three ornamental pillars, two decorated with electric lights, and the third carrying flags and the popular shield of the ready-roofing were placed across the centre of the exhibit, while around the sides were placed rolls of material carrying plants, giving to the whole exhibit a most pleasing and artistic appearance. Examples of roofing gravel were shown, while partly built walls displayed the building paper that has gained for the firm such an enviable reputation. The progress of the firm

Lockerby & McComb since the day of its inception must have been most gratifying to all concerned.

Francis Hyde & Co.

Much attention was drawn to the booth of Francis Hyde & Co., who were in evidence in strong form, the general opinion being that, without any disparagement, their exhibit was one of the finest displays of contractors' and builders' supplies ever seen in Montreal. The interior of the booth was fitted up to represent a modern dwelling, an original feature of which was the tile floor, constructed of imported Welsh quarries of a dark red color, made very effective by a joint of black mortar. Sewer pipes ingenuously fitted together with junctions formed a unique and ornamental fence around the booth.

The display of samples of the various bricks, which this firm handles, was one which fully substantiated their claim to be leaders in this line. They are the Canadian representatives of the Harbison-Walker Refractories Co., the largest fire brick manufacturers in the world, and special attention was asked to their building brick, which can be supplied in 35 different shades and which is rapidly gaining favor with the Canadian architects and builders for high-class buildings, where both looks and quality are a factor.

In addition to their regular line of wheelbarrows, Hyde & Co. have recently taken over the agency for a special line, manufactured by the Lansing Wheelbarrow Co. and each of these barrows is specially adapted for the particular use for which it is intended. These bid fair to become popular among the contractors on large works, many of whom have already recognized their labor-saving qualities.

The attention of those interested in art stone and the development of this industry was called to the several samples submitted by the Canadian Art Stone Co., Limited, of Toronto, represented by Hyde & Co. These samples were made by a new process, which indicated a marked progress over their previous product, which heretofore was considered one of the best, if not the best, on the market.

Lafarge non-staining cement, which has been used so successfully in the construction of art stone, was also exhibited, and attention was called to the fact that this is the only non-staining cement on the market.

Potted flowers and palms placed here and there throughout the booth lent a decorative appearance to the whole, and the manager and his efficient staff, who, so courteously welcomed visitors and supplied all information requested are to be congratulated on having made their exhibit one of the chief features of the show.

Brantford Roofing Co.

The Brantford Roofing Company, Brantford, had a most artistic, as well as workmanlike exhibit at the Builders' Show. The company is justly renowned for the quality and durability of their products, and the display of their roofing materials only confirmed the already expressed opinion. The company use nothing but high-grade materials of selected marks suitable for the purpose, their processes are perfect, and the result is a roofing that is recognized as the standard of the trade.

From the display at the show the great advantages of the Brantford rubber roofing could be easily understood. The fabric is treated in such a way that it is impervious to the elements. The roofing is well wrapped with heavy paper, and the ends substantially protected with patent metal ends, the only roofing in the market so packed. The

Francis Hyde & Co.'s Exhibit at the Montreal Builders' Show.

liquid lap cement of the company is very adhesive, and has splendid cementing qualities. It is used for joining the laps and joints of the roofing, and for covering nails and seams. Great interest was taken in the exhibit, and the company, whose Montreal agents are Caverhill, Learmont & Co., transacted some fine business during the show.

Pedlars' Roofing.

The exhibit of the Pedlar People at the Builders', Contractors' and Hardware Show was certainly unique and as an eminent engineer remarked, was most instructive to those interested. There was not a particle shown that was not absolutely fireproof, and the exhibit comprised roofing, siding, flooring, lathing, studding, furring and other accessories that go into the modern building.

Their Oshawa steel shingle, which has been a staple article with the trade for this past twenty years; their Pedlar perfect expanded metal lathing, and their elaborate line of metallic ceiling and wall plates created an impression among those who visited the exhibition.

As will be seen in the photograph, special prominence was given to the Pedlar method of interior construction embracing reinforcement for stone and cinder concrete floors, roofs, walls and partitions. This firm also exhibited a new fabric which they have been testing for the past four years, called The Pedlar Truss Fabric, designed for the purpose of applying plaster, cement, stucco and roughcast to the exterior of structures and the tenacity of these compositions to flat surfaces through the medium of this truss fabric was marvelous to a degree.

Heretofore, architects and builders have been desirous of using more cement on the exterior of cottages and suburban residences, but have been loath to attempt it from the fact that our Canadian climate was very destructive where wooden lathing was used. The Pedlar People have gotten over this difficulty and now offer to the trade this fabric which, when applied to the building and covered with mortar or cement, assures a permanency that has not heretofore been possible. This truss fabric is highly recommended and it is predicted that its sale will be enormous.

Another unique product displayed were their Pedlar and universal corner beads, which are applied on all outside angles after the lathing is affixed and before same is plastered. These corner beads offer the greatest resistance against fracture at the angles and will certainly be a boon to all builders. 56,000 feet of these corner beads were used in Sir William MacDonald's Agricultural College at Ste. Anne de Bellevue, 47,000 feet were used in the Linton Apartments and they were also used in every important structure erected in Montreal during the past twelve months.

To those who have had business relations with the Pedlar People during the past sixteen years and who have watched the onward and upward march of this firm during that time, their success must appear as marvelous, but as nothing succeeds like success, the reason of theirs is that they have endeavored to keep themselves ahead of the times and if anything was presented to them that had merit they were willing to take the chance and offer it to the Canadian people at a price that was attractive and that insured its use.

Commencing in a humble way and commanded by a gentleman of remarkable perseverance, energy and grit, who surrounded himself with clever associates and experienced mechanics, the success of this remarkable firm is not to be wondered at and the result of it all is that the name of Pedlar is to-day known in every part of the British Empire; they having established warehouses in Montreal, Ottawa, Ont.; Toronto, Ont.; Winnipeg, Man.; Calgary, Alta.; St. John, N.B.; Halifax, N.S.; London, Eng.; Auckland, N.Z.; Sydney, Australia; Cape Town, South Africa; Kobe and Tokyo, Japan.

Elaborate Display Made by the Pedlar People at the Montreal Builders' Show.

Gurney-Massey Co.

The heating and cooking appliances of the Gurney-Massey Co., 387 St. Paul St., Montreal, have justly acquired a household reputation for durability,

economy of gas and coal, excellent workmanship, and last, but not least, reasonableness of cost. It has not been an easy matter to secure such a pitch of perfection. But the Gurney-Massey Co. have spared no effort to put on the market articles on which they could pin their reputation. Expense has been a minor consideration in manufacturing a stove, range or boiler, as the case may be, that displays the latest ideas in fuel economy, and in general usefulness of form. That the firm has attained their object can be seen from the great popularity of their goods, and the great hold that these household necessities have secured on the womenfolk of the country.

At the Builders' Show, Gurney-Massey Co. showed a most complete assortment of heating and cooking appliances and admiration was general over the merits of the articles. The fine booth of the company was one of the centres of attraction and the boilers and ranges were carefully inspected. The Oxford Hot Meal Gas Range, the only kind with a modern arrangement of burners and which is an ornament to any kitchen, was greatly admired. The housewife knows the advantage of having a range that can be easily cleaned. The Oxford Double Oven Gem, a first-class range at a startling low price and which has as much capacity as any high-priced range, and the Oxford boiler, which is said to be unequalled for its fuel economy and for its unique arrangement whereby the greatest amount of heat is given off with the least amount of coal, commanded equal attention.

Alex. McArthur & Co.

The practical manner in which Alex. McArthur & Co. had their fine exhibit arranged at this Builders' Show was a credit and it must have reaped a bounteous harvest for the firm. Located right near the main entrance their booth was easily seen because of the attractive array of roofing materials and other accessories which they sell. The receding background which gave ample opportunity to see their various lines, such as Black Diamond tarred felt, 2 and 3 ply ready-roofing, grey and straw sheathing, tarred and dry building papers, "Cyclone" and Crown brands, pitch and roofing cement, specimens of wall, newsbook and colored papers, besides manilla, brown fibre and grey wrappings.

Careful and clever attendants extolled the varied merits of the wares and it was especially noticeable at the show to see the number of ladies who were interested in the felt for putting under carpets. In fact, all the products received much attention from the visitors and the McArthur Company might well be pleased with their results. The lines they manufacture hold the confidence of the best patrons throughout the Dominion. Literature of a most informing kind will be sent promptly on enquiry and it is worth while sending to-day. The head office in Montreal is at 82 McGill St., their paper mills are located at Joliette and their felt factory at Hochelaga.

Alex. McArthur & Co.'s Roofing Paper Exhibit.

HARDWARE TRADE GOSSIP.

D. C. Michon, hardwareman, Montreal, has assigned.

F. H. Motheral, Plattsville, is offering his hardware business for sale.

Clarke & Johnson have opened a hardware business in Woodstock, N.B.

J. Latch, late of Guelph and Berlin, has opened a hardware store in Hespeler, Ont.

J. J. Mitchell's stove and tinware store, St. John, N.B., was damaged by fire recently.

The premises of the Metropolitan Incandescent Supply Co., dealers in gas mantles, Montreal, have been closed.

J. Blucher was referred to last week as manager of A. W. Moore's store at St. Catharines. The name should have been J. B. Archer.

Turner Brothers, Canada, manufacturers of asbestos goods, packings, belting and fire hose, have opened offices at 18 St. Peter Street, Montreal.

George Gale, who for years kept a hardware store at 699 Bathurst Street, Toronto, died on April 30, at his home at the above place, at the age of 74

Frank A. Child, formerly of Gravenhurst, has established a hardware store at Matheson, in the Cobalt district and desires to secure catalogues from hardware and stove firms.

S. B. McBride, Tiverton, Ont., has been compelled through ill health to give up his hardware business. The stock has been purchased by Mr. Rock, Underwood, Ont., and will be removed there.

Klein Bros. & Co., metal dealers, Montreal, have been registered.

The Continuous Rail Joint Company of Canada, Montreal, has changed its name to the Rail Joint Company of Canada.

F. P. Jones, general manager of the Dominion Iron and Steel Company, has been visiting Montreal. He is quite optimistic regarding the future of the plant at Sydney, and says that the present year will be the largest and most prosperous in the history of the company.

Thomas Marshall, of Congdon & Marshall, Dunnville, was nominated last week as the Liberal candidate for Monck in the coming Ontario elections, in succession to the Hon. Richard Harcourt. Mr. Marshall stands high in the retail hardware trade and as his constituency is a fairly safe Liberal seat, his election is assured. He was a member of the executive of the Ontario Retail Hardware Association in 1906 and the trade will, therefore, be glad to hear of his election.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN – President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL . . . . . 232 McGill Street
Telephone Main 1255

TORONTO . . . . . 10 Front Street East
Telephone Main 2701

WINNIPEG . . . . 511 Union Bank Building
Telephone 3726

LONDON, ENG . . . . . 88 Fleet Street, E.C
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

CHICAGO, ILL . . . . . 1001 Teutonic Bldg

NEW YORK . . R. B. Huestis, 544 West 145th St.
Telephone 2430 Audubon

VANCOUVER, B.C. . . . . R. B. Bennett

PARIS, FRANCE . Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND . Louis Wolf; Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere . . 12s.

PUBLISHED EVERY SATURDAY.

"MEN WHO SELL THINGS."

The second instalment of the serial we began to publish last week under the above title will appear next week. Each chapter in itself contains convincing arguments and suggestions for salesmen on the road and behind the counter and the entire twenty-two chapters make up a course calculated to broaden the education of every man who "sells things." Watch for the second chapter next week and then read the following chapters.

SHOULD PLACE ORDERS EARLY.

Retail hardware merchants generally report trade as picking up splendidly. On a few occasions since the opening of the year a slight dullness has crept in, but it was not of long duration, and the demand, considering everything, has been quite satisfactory.

As one merchant said this week: "It is really surprising to me that I have done so well. I fully expected with all the late talk as to hard times and financial stringency that my trade would fall off considerably. As a matter of fact, it has been quite up to average. In consequence of the scare I have not bought so largely as in former years, and now I have to rush round trying to get goods that in other years I have had from the jobbers much earlier in the season. But I have learned my lesson this time."

There is no doubt that many other dealers, who have hesitated in their buying through listening to the pessimists around them, are in a similar position. Spring goods are moving well, and there is evidently no lack of money for household purposes. The recent genial weather produced a spurt in gardening and lawn implements, while paints have also been stimulated. Sporting goods are also selling well.

A QUESTION FOR THE MOMENT.

Now that the political campaign in Ontario is with us and will shortly be in full swing, we may expect to have as our principal daily news the reports of political meetings held in various parts of the province. That the people, especially in rural communities, may be well informed on current matters of public interest it has become the custom of late years for the leaders of both Liberal and Conservative parties to make a tour of the political battleground, explaining their position regarding certain questions, and giving evidence of the political faith that is in them. Mr. MacKay has spoken, and is speaking at a number of places in the province, and Mr. Whitney has just begun. Very soon the Quebec leaders will be racing up and down that province.

While it is to the newspapers, and most particularly to the smaller dailies and country weeklies, the great majority of the voters look for information, all must approve of this plan of the political leaders touring the country and explaining the political situation as they see it. But cannot something be done for the comfort of the men who must sacrifice their time, their business and the pleasures of their home life for the extremely strenuous work of an election campaign?

Many of the meetings are held in the smaller centres and these always attract a crowd. It is a familiar fact that the hostelries in a great many of these smaller towns are unable to adequately provide the accommodation necessary for the convenience of a party of travelers such as would accompany these public speakers. For this the proprietors are not to blame. They do the best they can, but they are suddenly face to face with an unusual situation. What we wish to emphasize is the fact that our public men are forced to put up with food and lodging to which they have not been accustomed. It is hard enough to be compelled to make wearisome journeys in crowded cars, without the additional inconvenience of sleeping in an uncomfortable hotel at some crossroads station and eating hastily prepared food whenever an opportunity presents itself.

A plan that will no doubt commend itself to all reasonable men is suggested herewith: Let the railway companies provide private cars for the convenience of the leaders of both parties, while they are on tour, and allow these men to make them their home and their office such as is now the case, and rightly so, with railway officials. Our public men are surely of as much importance to the country as these railway men. In this way they would be reasonably sure of good food at regular hours, and suitable, if not comfortable, sleeping places. Let the tours be planned beforehand, so that the trips may conform to some sort of time schedule. If the railways are themselves unwilling to set aside a couple of cars for this purpose, surely some arrangement might be made whereby the political parties would see that this accommodation is provided for the men they have chosen to be their leaders.

Sometimes in our conversation we speak lightly of politics and politicians, but we must recognize the fact that we placed these men in their positions, and that with very few exceptions they fill their places with credit, most faithfully and conscientiously, and among the leaders, with much self-sacrifice and often little reward. They are our representatives and we must look after their welfare while they are attending our business.

To do their best work and maintain health these men should have good food and comfortable resting places and to be able to have these the railways should provide private cars or the political parties should have these provided for them.

QUALITIES OF A GOOD MANAGER

A real manager does not try to shoulder all the work in the house and take care of it himself. He knows that almost every hour of the day there is something going to turn up which will require his very best judgment, and time to consider it thoroughly. He cannot do that and at the same time take care of a mass of detail work. If he attempts it he is not a real manager. He may be filling a manager's chair and drawing his pay, but he is really nothing but a substitute for a manager, or a manager in the kindergarten stage.

Thousands of good men are to-day fooling themselves into the belief that they are properly managing a business, when in fact they are slaves to the detail work of the business. They fear to delegate authority to their subordinates, when in fact that is exactly what should be done. All worthy subordinates are anxious to shoulder responsibilities, knowing that their real value depends upon such action, and a judicious selection of assistants is one of the main duties of a real manager.

He knows he can not take care of all details and he at once puts all that work in competent hands, and then he gets a short report to show how that part of the work is going. He realizes at once that if he has the right kind of help the business will run along well, even though he is not there, but with an outfit of poor help he would be unable to do anything, no matter how hard he worked himself. This is a little point which is often overlooked by men who wish to be managers.

STANDARD OIL'S LARGE PROFIT.

During the taking of testimony from officers and directors of the Standard Oil Co., of New Jersey, for use in the United States circuit court in St. Louis recently, C. G. Fay, acting comptroller of the Standard Company, gave out the figures of the corporation's earnings for seven years dating from 1899. He said that in that time the company's gross assets increased from $200,791,620 to $371,664,531, while the dividends during the seven years were $308,359,430. Whatever increase in the assets of the Standard Company there might have been was derived from the increased value of the earnings of 19 subsidiary companies in which the Standard had a controlling holding. Such increased value was treated by the holding corporation as an asset and not computed in the statement of total profits.

In the Standard Oil Co. of Indiana, which was recently fined $29,240,000 by Judge Landis at Chicago, the parent Standard Oil Co. owns 9,990 shares.

The figures show total profits of a fraction under $500,000,000 during the past eight years, as high as $83,000,000 having been "earned" in 1906, the record year. The fine of $29,000,000 imposed on the Indiana branch of the company, in the light of these figures, would hit the Standard about as hard as the $200 fine hit the large plumbing firms in Toronto a year or so ago. The difference is, however, that the master plumbers cashed up the money, while the Standard Oil Company is by no means likely to do so.

The impotence of the "trust busters" in the United States has been shown again and again. The man who expects to see the Standard Oil, or any other large corporation, lose in its fight for existence might as well expect to see the hands of his watch travel backward and the timepiece continue to record the correct time. Corporations are a necessary factor in modern industrialism and much though the small business man, the social reformer or the gallery-playing politician, may desire to see the trusts smashed, society is likely to continue on in its evolution toward a higher civilization with the trusts themselves doing all the smashing that is done.

TARIFFS OF THE WORLD.

The Department of Trade and Commerce has made a very useful addition to the work hitherto done in that Department by securing and keeping on file, with amendments to date, the tariffs of every country in the world. This step has been taken for the convenience of Canadian exporters, and should prove of great value to them. Information regarding tariff matters will be furnished on request to the Department.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

The extremely fine seeding weather has been followed by a week of cold, that is a bit discouraging, though as a matter of fact it has done no harm and now the weather is turning warmer. The weight of moisture in the shape of both snow and rain, delayed the seeding in many districts, and, indeed, in the more northerly and westerly sections of the West, it has not yet been resumed, but all over the south and middle West the seeding of the balance of the wheat and the oats is being vigorously pushed.

Taken as a whole, conditions are quite as bright as they were a week ago so far as the present year's crop is concerned.

* * *

The wheat market has been strong all week and only moderately active, as present prices are decidedly out of line for export, though there has not been a day when there has not been inquiry for Western wheat. The amount of milling wheat still in the country is very small, and the proportion of contract wheat at the head of the lakes is also small, though the receipts of the past week have been more than half of them contract grade. However, the receipts of the week have been running as low as 40 cars a day, and the biggest day of the week was 88 cars, as against receipts of 225 to 250 cars daily last year. If receipts continue to shrink in the same proportion during May the business of the 1907 wheat crop will be all cleaned up long before the end of the crop year, as used to be the case in the old days, when much smaller crops were raised.

* * *

The flour market is a steady one, with a difference of ten cents per sack in the prices the two largest of the milling companies are asking for their flour. All mills report that there is very little export demand to Britain, but that they are doing a fair export trade to the Orient and that the domestic demand is improving daily. All the big mills are running full time, and expect to continue doing so.

* * *

The live stock trade is increasing in activity, and there is a decided improvement in both demand and price. A good deal of interest has been created by American buyers coming into Southern Manitoba for butchers' stock. These buyers have paid higher prices than the Winnipeg cattle firms, and, in addition, have to pay the 27½ duty. The producers are beginning to sit up and take notice, claiming that if American cattle men can afford to pay ½c to 1c more per pound, making no allowance for shrink, and also to pay the duty, the Winnipeg dealers must have been getting the long end of the stick. Several trains of cattle shipped this spring from Alberta to Chicago have made very satisfactory prices, the tops selling as high as $6.20 per cwt. and the bottoms for $4.

Everything points to the growing need of union stock yards and public abattoirs in Winnipeg, and a regularly constituted live stock exchange. Winnipeg has all the facilities for handling an enormous cattle trade.

* * *

One of the most important events of the week from the Western standpoint, was the opening of the short line to Duluth from Fort Frances tapping the C.N.R. There is no doubt that the American capital interested see in this line a means of diverting the Western wheat to the Duluth elevators, which, in these days, are seldom full and represent an enormous outlay of capital. There is no manner of doubt, either, that if the Grain Growers' Association and their friends keep up their agitation about private companies not being allowed to control terminal elevators (in which there is almost entire agreement in the West), that the owners of private terminals, who are also owners of lines of interior elevators, will seek this outlet also for their wheat. In any case, it is an additional outlet for the wheat of the Canadian West, and cannot fail to be a matter of importance to every one interested in Western trade.

* * *

There is no question that the whole money situation in the West is much easier than it was even a month ago. There is a general air of active business, and though there are still quite a number of unemployed men in the city, the first week of fine warm weather will see these practically all taken care of, that is if they are men who really want to work.

* * *

Taking the entire Western situation into account, conditions are better than they were a week ago, and are such as to confirm the general feeling of confidence that the West is entering on a season of prosperity, with the advantage of a sharp setback last winter to teach her wisdom and a more careful spending of money and a greater wisdom in incurring obligations than has been hers in the past. H.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 62.)

MARKETS IN BRIEF.

Montreal.

Tin—Quoted at $34.
Copper—No change.
Lead—Cut of 20c.
Spelter—Shading in prices.
Pig Iron—Firm.
Turpentine—Cut of 4c.
Ground White Lead—Cut of 25c per 100 lbs.
Red Lead—Marked down 25c.

Toronto.

Ingot Tin—Down half a cent.
Copper—Quoted at 13½c.
Pig Lead—Now $3.80.
Lead Pipe—Now 30 off list.
Turpentine—Down 2c.
White Lead—Unchanged.
Linseed Oil—Firmer.

MONTREAL HARDWARE MARKETS.

Montreal, May 8.—The improvement noted last week has been maintained, and jobbers have fairly started on the spring rush. Orders, although not of very heavy bulk, are numerically much stronger, and it is evident that the consuming demand of the country is being stimulated by the arrival of spring and the renewal of industrial activity. Dealers are still somewhat cautious in their buying. They are not ordering so far ahead as in former years, although this does not mean that in the end their aggregate trade will not approximate previous totals. "They are buying less, but will come more often," as one jobber said when spoken to on the point. And the result will be the same.

Good agricultural reports continue to come to hand. Grain in many districts is well out of the ground, and looking healthy, and from present appearances this year should see the best yield in the history of the west. With a continuance of the fine weather conditions there will be a bumper harvest, and the favorable prospects are naturally having a stimulating effect upon trade. Travelers' reports are much more optimistic in tone than they were.

General improvement is noted in all lines, and harvesting tools are now commencing to move. The greater rush is still apparently for spring goods, but builders' hardware and carpenters' tools are well up in the running. Prices are well maintained, and jobbers seem generally satisfied with the trade being done. Goods that had been waiting for first boat shipment have been cleared off. There is little accumulation now to interfere with prompt shipment, and the dealers who buy in small quantity must have prompt shipment. Herein lies the danger of this course later on, when orders are pouring in, and shipping facilities become liable to congestion.

Spring Goods—A mild rush in spring goods has set in, and dealers are evidently anxious to get their stocks in shape as soon as possible. The orders are not so heavy in bulk as they might be, but they are coming along in good number. There has been a decided stimulation in gardening tools, and hose, lawn mowers and other requisites are moving well. The demand for green wire cloth is better, while washing machines and wringers are more in evidence. Stable goods such as clippers, combs, and carriage jacks are stronger in demand. Prices generally are firm.

Sporting Goods—Guns and ammunition have shown greater stimulation this week, and it is evident that dull times or not, sportsmen are going to take their full measure of enjoyment this year, and to equip themselves with the best articles. Shot is likewise in better demand. Good business is being done in fishing rods, cans, and other accessories. Yachting supplies continue to the fore, while baseball, lacrosse and football outfits are feeling the influence of the genial weather of the past week. Automobile supplies are now moving, and the roads being dry many cars are in use. The touring season is close at hand, and dealers situated on or near the main roads should be prepared for those accidents which will happen to the best regulated car.

Wire Goods—A strong demand exists for bright wire goods, and some satisfactory orders have been despatched. Dealers are rapidly filling up their stocks, which were on the light side. Prices are firm.

Builders' Hardware—Good strength is showing in these lines, and dealers in almost every district report a steady call. Extensive building operations are commencing all over the country, and the hardwareman, now that it is known he carries good lines, is in stronger request by the builder and contractor. The dispute in Montreal between the Bricklayers' Union and the Builders' Exchange threatened to tie up building operations, but the masters are apparently coming round to the way of the men's thinking, and it does not seem likely that the hardware call will now be hurt by any great building deadlock.

Carpenters' Tools—With other lines, carpenters' tools are moving in great strength. Dealers are experiencing a better call, and are in need of prompt shipments as their stocks are on the low side. Planes, hammers and edge tools are in best demand.

Nails—Fair-sized shipments have gone out this week. The price is being steadily maintained at $2.30. Bolts and nuts have shown stimulation, and some good orders have been booked.

Railroad Supplies—Wheelbarrows, crowbars, picks, hammers and blasting powder are moving well. The demand locally is assuming good proportions, and when construction work is general in other parts of the country, jobbers anticipate heavy business. Prices are firm.

Screws—Orders are heavier than they were, and satisfactory business is being done. Discounts are firm at 85 and 10 off for flat head bright; 80 and 10 for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head brass.

Harvest Tools—These lines are beginning to move in some strength. Forks and scythes are in good demand for future delivery, while for immediate delivery rakes and manure forks are prominent.

Enamelware—Good orders are being received, and encouraging business is opening up. Manufacturers' stocks are in good shape, and jobbers are preparing and looking forward to a marked improvement in demand. Prices generally are unchanged.

Cutlery and Plated Ware—A heavy month is anticipated by the jobber, and if the first week's business be any criterion this will be fulfilled. Dealers are placing heavier orders, as they evidently find this department a profitable one to run. Carvers and other case goods, forks, berry spoons, and cut glass dishes are in good request.

TORONTO HARDWARE MARKETS.

Toronto, May 8.—The chilly, damp days of the past week have had a corresponding dampening effect on business. Customers are not numerous in the retail stores and the retailers are not placing many orders. The sorting trade, however, is fair, considering these adverse circumstances, and though the orders are not large one concern, at least, has been workng nights getting out shipments. These sorting orders call principally for spring goods, though the demand for other lines is general and no one particular line or grade of goods has much advantage. If the warm weather would open up and a few seasonable days were at hand jobbers feel certain a remarkable change for the better would spring up immediately.

Compared with last year, prices in general are easier, though the volume of trade is not to be compared with a year ago. No doubt the recent financial stringency has much to do with this condition of affairs. Prospects, however, are bright. Building permits for the past month all over the country are very satisfactory, and in a couple of instances were record-breakers. This good news, together with the very favorable crop reports in the West, should bring joyful hope to jobber and retailer alike. As it is, the past three weeks have been probably the best three weeks for the trade since the beginning of the year.

No price changes are noted, all lines holding pretty firm in the normal market.

Household Goods—The demand, while not rushing, is steady. Enamelware is taking a great hold with the housewife, and tinware, too, is experiencing some of the spring demand.

Builders' Hardware—Fair calls are made for this line of goods, but the calls are bound to increase as the buildings now in course of erection get more above ground. The

retailer should make a nice display of these goods, as with only a fair season ahead there is sure to be some demand for them during the next few weeks.

Mechanics' Tools—Mechanics usually feel the depression when building ceases, but now that the building season is opening up again carpenters and bricklayers are steadily making enquiries about tools. used in their trades.

Heavy Goods—Bar iron, bolts, nuts and chain, with prices unchanged, are in fair demand. Horseshoes are holding their own while hammock chains are in demand.

Spring Goods—Buying has been steady and is expected to continue so until the end of the month, at least. Wheelbarrows had a good call during the week and a few ice chests and refrigerators were taken up, showing that some retailers are looking ahead for summer business. Garden tools are pretty fair sellers just now.

Railway and Marine Supplies—Buyers are waiting for the warm days and pleasant evenings before venturing on these goods, but a number of nice tempting displays are to be seen and will no doubt draw custom.

Lanterns—As with other seasonable goods, lanterns are in steady demand at unchanged prices.

Sporting Goods—Baseball, lacrosse and other outdoor games are causing demands on the stocks in the hands of the retailer and already the hardwareman who has added sporting goods to his other and more regular lines is reaping the benefit. Fishing lines and tackle are asked for frequently—more so than guns and ammunition, being more seasonable—but these latter are going fairly well, say the jobbers.

Cutlery and Silverware—Still to the front with buying fair. The demand will no doubt improve as May merges into June.

MONTREAL METAL MARKETS.

Montreal, May 8.—With the opening of St. Lawrence navigation and the starting of weekly shipments of iron and steel, there is a brighter tone observable, not only in the pig iron market, but in the other markets as well. Not that prices have advanced, for as a matter of fact, in some cases they continue to be shaded, but this, of course is due to the weakness in the primary markets. While, however, the local demand has not shown great improvement as yet, the brisker movement of trade generally has given a more buoyant feeling to the metal situation. With renewed activity in the industrial world, with the harbor gradually filling up with vessels from all parts of the world, with glowing reports of seeding from the Northwest, there cannot but be a stronger feeling in the metal markets. The stimulation in trade is bound to be reflected in metals, and so locally there is more confidence in a developing demand in the near future. Fair orders have been booked during the week, and there is evidence that the smaller consumer is coming more freely into the markets.

As conditions in the States have a strong influence upon trade in Canada as we know to our cost, the situation across the border is naturally of great importance. Here there seems to be a growing feeling that affairs are on the mend. This has been created by the oversubscription of the $20,000,000 Pennsylvania 4 per cent. bonds alloted to the English market, the growing demand of the tin plate works, and the encouraging reports as to agricultural conditions. The continued depression in the metal market has been greatly due to the setback in railway development. Companies have been unable to secure funds to continue improvements and to carry necessary expenses. But with the returning confidence of the foreign investor, and it is remarkable how English investors come to the rescue when money is most needed, a decided lift up has been given to American confidence. It is to be hoped that the good aid of London will be ably backed up by domestic support, and that we shall see from now onwards that turn in the tide which is so urgently needed.

Tin has dropped somewhat during the week in a fluctuating way, but the demand continues to show good strength in New York. Copper is weaker in the Old Country, although the New York quotations remain firm. Lead continues on the downward grade, while spelter is still weak. Iron shows a slight drop in the English market, due, no doubt to the trouble in the shipping industry.

Pig Iron—With the starting of weekly shipments of iron and steel to Montreal the market is much stronger. The lower prices now in force have stimulated business and some fair orders are being booked. With the anticipated strong demand for steel later on, prospects locally are much more favorable than they were. The English market has dropped a little, and there is much anxiety over the shipping dispute. Trade continues fairly good, but exports to the Continent of Europe have declined. On the other hand there is a stronger business with the American Continent Cleveland warrants are now quoted at 51s. 6d., a drop on the week of 3d. The United States pig iron market is in a nervous state, and rumors of further cutting are reported daily. Tht outcry against the maintenance of steel prices is still in evidence, but it does not seem to have any effect. Although conditions are dull, they are not so dull as they were, which is, after all. something for which American producers can be thankful. We continue to quote: Middlesboro, No. 3, $18; Summerlee, No. 2, $20.

Tin—Tin is weaker in the English market, despite the strong demand in the States. Prices are quoted at £143 5s., which is 15s. lower than our previous figure. Probably the bulls are finding it increasingly hard to maintain the market despite exportations. In New York there has been some strong buying during the week and the price has kept up strongly in consequence. In fact, the spot figure is higher than it was at our last quotation, and we now quote $31.87½ against $31.85. The steel trust has now 213 tin mills in operation, which is practically full capacity, while 60 independent mills are running. The demand therefore for prompt shipment is strong. Locally, the demand is on the quiet side, with the reduced quotation of $34 for fair size shipments.

Copper—The English market continues weaker and copper is quoted at £57, which is 12s. 6d. less than our last quotation. The demand is still slow, and with the recent heavy exports a falling market was only natural. Despite this decline, the United States markets maintain firmness, and copper is still quoted around 13c. There seems to be little business doing but holders appear confident of a good revival in the demand and are not very anxious to cut prices. Probably they are making a virtue of necessity, knowing that even cut prices will not stimulate trade if there is no desire to buy. The electrical companies are supposed to be on the verge of coming into the markets, but they have not made their appearance as yet. Locally, the demand is on the light side with quotations at 14c, with a cut for large lots.

Lead—This metal is growing weaker in the English market and the demand has apparently fallen quite away. Quotations are now around £12 15s., a decline of 5s. on last quotations. This is a contrast with the opening of April when lead was over £14. Locally, with the demand about the same prices following the primary markets are cut and we now quote imported pig $3.80, a decline of 20c. Bar lead remains the same, but sheets are likewise reduced as is noted in our market quotations.

Spelter—Spelter has declined from the figure it has held so steadily in the English market, and is now quoted at £20 15s., a decline of 7s. 6d. East St. Louis, however, the market remains steady at $4.55. Owing to this fact, local quotations are keeping up fairly well but there is a shading on $5 for large size lots.

Old Metals—With the decline in lead there has been cutting in lead scrap. Wrought iron has also been reduced. There is little business doing, and the whole market is naturally dull. We now quote: Heavy copper and wire, 10½c; light copper, 10c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $13; No. 2 cast, $10.

TORONTO METAL MARKETS.

Toronto, May 8.—The near approach of summer is causing many foundries to increase their working staffs, while some that have been closed owing to strikes will soon be re-opening. This is helping to increase the volume of business and together with the opening of navigation and the lower prices asked is having a favorable influence on the iron market

A good deal of iron is going into foundry yards, the foundries stocking up liberally, although it is generally felt that the market has yet to reach a settling point. The policy of buying from hand to mouth is general among small consumers, buyers feeling their way cautiously. In the States the bearish reports of the price of southern iron dropping to $10 per ton has tended to decrease buying, but no agreement was expected to be made at the meeting this week at New York. The fact, however, that foreign ore is being offered to eastern furnaces at $1 to $1.50 per ton under Lake Superior ore, will help eastern smelters to decrease producing costs and compete with the cheaper southern iron. In England prices are practically unchanged, though lower. Stocks of Cleveland iron in public stores total 62,685 tons, practically all No. 3. Shipments are lower than a year ago when America and Germany were taking enormous quantities.

Jobbers generally are making every effort to create business and the activity of salesmen is resulting in a better feeling of confidence. So far the bulk of the business secured continues to be in small bookings. The number and size of these show an improvement, however, and the market can be said to be slowly brightening. Copper and tin are both a shade lower while lead has continued to weaken and shows a 10c decline.

Pig Iron—The market does not show much change and though some large buyers are increasing their stocks, there cannot be said to be a general movement of this kind as yet. The market in the States is unsettled, while Great Britain keeps quite firm. Prices locally are keeping firm, with Middlesboro No. 3 at $20.25, and No. 2 Canadian foundry at $21.50 to $22.

Ingot Tin—The market is again getting down to the low point reached before the recent reaction and with another auction sale this month prices can hardly be expected to strengthen at present, although wide fluctuations may follow this disturbing event. Easy conditions seem probable for a while, there being very little demand from general buyers and the demand from retailers not being as active as usual at this season. The Toronto price has declined from 33½c to 33c.

Copper—The market is quiet and the price a shade lower, being now 13½c to 13¾c. It cannot be said to be weak, however, as sellers are not making any effort to push sales, and buyers who ask for future deliveries are given no concessions. The copper market, as generally understood is in the hands of men closely connected with large financial interests and they seem willing to await an improvement in the general financial situation. The improvement in copper, therefore, will come as a result of an increase in consumption along with a general quickening of the wheels of industry.

Lead—Following a weakening in Great Britain, local prices on imported pig have declined from $4.90 to $4.80 per hundred pounds. The demand is fair, but orders small.

Spelter—Conditions are about as they have been for a month past—weak, owing to a lack of demand. Prices, however, are held fairly well and there is no change in the local quotation of $5 for foreign spelter.

Antimony—Prices are unchanged at 9½ cents for Cookson's.

Old Material—Demand does not show any improvement and we continue to quote: Heavy copper and wire, 11c; heavy red brass, 9¾c; heavy lead, 2¾c; zinc, 3c; No. 1 wrought iron, $9, and No. 1 machinery cast, $14 per 100 lbs.

U.S. METAL TRADES.

New York, May 7.—The Iron Age says: The decline in volume of operations at the steel works in April, as compared with March, is reflected in the pig iron production. The total output of the coke and anthracite furnaces last month was 1,149,000 tons in 30 days, compared with 1,228,000 tons in March, in 31 days. The decline in the daily output from 39,619 tons in March to 38,289 tons in April is due largely to the steel works furnaces, whose product fell off from 27,145 to 24,185 tons daily, leaving the respective figures for the merchant furnaces at 12,474 tons and 14,104 tons. However, it must be taken into consideration that the merchant furnaces have been accumulating some iron during the month. There has been some further decline in the active capacity, May opening with a weekly rating of 262,857 tons, as compared with 264,890 tons on April 1.

Interest centres in the meeting of the pig iron and ore men in this city today. There is little prospects that anything tangible will be done as to prices of pig iron, although the organizations will probably continue for statistical purposes and an interchange of data. The Southern makers were together on Monday, but one company was not represented. The Eastern makers are holding a preliminary meeting, some being in favor of a sufficient reduction in the price to permit some metal to be marketed.

A good deal hinges on the attitude of the lake ore selling companies who were together on Friday last. It is understood that the general feeling is against any concession in the prices. These interests are very strong, and even an increase in the offerings of ore at concessions, now being made by second hands, would not materially affect the situation. The maintenance of ore prices will put furnace companies who do not control their own ore supply in a very serious position, in competition with Southern makers and with Northern stacks that melt wholly or partly ores mined by themselves.

There has been a little more activity in pig iron in the Central West, buyers showing more interest as the result of widespread reports of coming sharp reductions. The markets have weakened a little more, but there is a good deal of the resistance which grows out of despair.

U.S. IRON TRADE.

Cleveland, May 7.—The Iron Trade Review says: A few inconsequential sales of iron ore have been made within a few days. Most furnace men consistently maintain their position in opposition to lower prices, but others are endeavoring to obtain concessions without any prospect of succeeding. The present high price of billets, as compared with pig iron, is generally considered the most vulnerable point in the price schedule on crude steel and finished products. It is reported that a New York State concern has closed with a customer in the Pittsburg district for 7,000 tons of open-hearth billets at about $3 per ton below the regular price.

Pending the decision as to the prices of pig iron to be made at the New York meeting, few sales of any considerable tonnage are reported, but many inquiries are pending, and some 6,000 tons were sold in the Chicago district, including 1,000 tons of malleable. We note the sale of 1,000 tons to a Cleveland foundry at $14.45 valley, the iron to contain not less than 2.5 per cent. silicon, which in ordinary times would be considered No 1 iron.

"FREE" SAMPLE RAZOR ERROR.

In our last issue in mentioning the fact that H. S. Howland, Sons & Co., Toronto, had been appointed Canadian agents for the "Yale Safety Razor and Stropper," it was stated that "a sample will be supplied to any dealer who forwards a request at once," the inference being that it was a "free" sample, as set out in the heading. This was written as a result of a misunderstanding and this is really what should have been said: "Write for a sample and see for yourself that the freehand shaving stroke produced by the 'Yale' is the correct principle to obtain a comfortable shave." We trust no person has been inconvenienced by the evident misunderstanding.

HARDWARE BASEBALL LEAGUE.

An enthusiastic meeting of Toronto wholesale hardwaremen was held on Monday evening, May 4, to form a baseball league. The following officers were elected: Hon. patrons, R. C. Fisher, Rice Lewis & Son, Ltd.; Peleg Howland, of H. S. Howland, Son & Co., Ltd., and T. E. Aikenhead, of the Aikenhead Hardware Co., Ltd.; president, K. A. Cameron; vice-president, F. S. Wood; secretary-treasurer, C. H. Ellston.

The teams composing the league are Rice Lewis & Son., H. S. Howland, Son & Co., and the Aikenhead Hardware Co., A fourth team will be secured. A schedule for the season was drawn up. It is intended to play the games at Island Park, the first game taking place May 16. Funds were subscribed for a handsome trophy to be presented to the winning team.

AYLMER PUMP CO. CHANGE.

The Aylmer Pump & Scale Company, Aylmer, Ont., whose incorporation was referred to in these columns last week, to take over the manufacturing business of the Aylmer Iron Works Company, announce that they have retained the services of many connected with the old company, while they have also secured the assistance of S. H. Chapman, president and general manager of the Ontario Wind Engine & Pump Company, Toronto. The new company will use the same catalogue and discount sheet as their predecessors and offer to supply copies of these to anyone in the trade who are not already supplied.

Quebec and Maritime Provinces

New Brunswick Cities After Dominion Exhibition Grant—Development of Antimony Mines in New Brunswick —Sydney's New Industries Making Progress—Tenders Accepted for Various Classes of Goods at Halifax.

HALIFAX.

May 2.—Business on the Halifax waterfront is now very brisk and the harbor is alive with shipping. The opening up of navigation along the coast has caused business to become lively and heavy shipments of all classes of goods are being made. On Wednesday there were ten large steamers in port loading and unloading cargoes, and sixty schooners, twenty-seven of which were fishing vessels fitting out for the season. These vessels use a lot of rope, chains, anchors, hooks, tinware, enamelware, hooks, twine, lanterns and such other articles handled by hardware firms. In addition, they purchase a lot of provisions. At Pickford & Black's wharf the scene was one of great activity. At one time during the early part of the week fifty large teams were in line all laden with goods, and awaiting their turn to transfer their loads to the steamers Senlac, Harlaw and the City of Ghent. The Senlac was bound for Western shore ports, the City of Ghent for Cape Breton and Prince Edward Island ports, and the Harlaw for Cape Breton and Newfoundland ports.

* * *

During the week tenders were opened for two thousand feet of fire hose for the city. Austen Brothers offered Maltese Cross brand at $1.15 per foot; Paragon (cotton, rubber lined), at $1, Crescent $1.05, Surprise, Beaver and Peerless 90 cents, Red Cross 85 cents, Gutta Percha 80 cents, all per foot.

Canadian Rubber Co. offered Keystone (wax treated cotton, rubber lined) at $1 per foot.

Stairs, Son & Morrow offered Keystone at 99 cents, Dreadnought at $1.10, and others ranging as low as 84 cents.

Boston Woven Hose Co. offered Colonial (4-ply rubber) at $1.10, Boston Jacket 90 cents, and Bay State at 80 cents.

Guildford & Son offered Keystone at $1 per foot, and Dreadnought at $1.15 per foot, with a discount of three per cent for cash.

The Board of Fire Commissioners, who considered the tenders, decided to purchase one thousand feet of Keystone from Guildford & Son, and one thousand feet of Paragon brand from Austen Bros.

* * *

At the meeting of the City Council, on Thursday evening the Works Department recommended the acceptance of the tender of the hardware firm of William Stairs, Son & Morrow, of $5,525 for cement. This tender was $72 higher than that of the firm of Hyde, Webster & Company, of Montreal. Several aldermen favored the Halifax tender, but the majority did not wish to depart from the principle of accepting the lowest tender, and on division the Montreal firm won out on a vote of nine to six.

* * *

At a meeting of the shareholders of the Truro Foundry & Machine Company, held at Truro, the manager reported that the business outlook was encouraging, and that bright hopes are entertained for the future success of the company. The following directors were appointed: W. J. Kent, E. C. Crowe and Frank Stanfield. The officers appointed were: W. J. Kent, President; E. C. Crowe, Vice-President, and H. H. Kent, Secretary and Treasurer. It was decided at the meeting that no more stock would be offered for sale.

* * *

The Town Council of Dartmouth has accepted the tender of D. T. Stewart & Co. for cast iron water pipe, that firm's tender of $5,374 being the lowest. The tenders called for four, six, eight and ten-inch pipe. The total amount of the other tenders were: H. H. Fuller & Co. $5,671.74, Stairs, Son & Morow $5,643.90; L. E. Baudry & Co. $5.384.07. The tender of Stewart & Co. of three cents per pound for special castings was also accepted.

SYDNEY.

May 4.—Messrs. Wetmore and Crowell, two Sydney gentlemen interested in the National Rolling Mills Co., the progress of which has been in suspense for some time owing to the stringency in the money market, have gone to Toronto for the purpose of completing financial arrangements, after which, it is confidently expected, construction will commence. The grounds were laid out, branch railway surveyed and some orders placed for machinery last year, and if the money project is successful there should be no delay in getting down to actual construction.

* * *

The Illinois Car Wheel Co., which submitted propositions for the establishment of a Canadian branch to both Sydney and North Sydney, through its representative, J. H. Shirley, has decided to locate at the latter place. While submitting his scheme for the second time to the city council of Sydney, Mr. Shirley was unable to convince the aldermen that their duties extended further than offering a free site and exemption from taxation, with the result that he declared negotiations at an end. The crux of the new proposition was that the city officials should use their influence in floating the stock of the Canadian branch of the concern, the capitalization of which he increased from one million to three million dollars. Mr. Shirley declares he will locate at North Sydney whether he gets Canadian capital or not.

* * *

President Dickenson of the Marine and General Engineering, Limited, says that construction work of the buildings will likely begin next week, and that the plant will be in partial operation, at least, about the middle of June.

* * *

J. Dix Fraser, formerly assistant director of works of the Dominion Iron & Steel Co., left last week for Port Arthur to assume the general management of the Atikokan Iron Co., Limited.

* * *

Shaw & Mason, Limited, have secured the contract for the metal work of the Glace Bay post office. They are also contractors for the metal and roofing work of the I.C.R. shops at Moncton, to which point they sent a crew of men this week.

* * *

The A. C. Thompson Co., Ltd., of North Sydney, report operating to full capacity in stoves and ranges. They now employ about seventy men.

* * *

W. B. Arthur, representing Caverhill, Learmont & Co., Montreal; J. C. Watson, representing Lewis Bros., Limited, Montreal, and C. H. Northup, representing A. M. Bell & Co., Halifax, were among the hardwaremen in the city this week. These gentlemen report that they have found trade in Cape Breton very good this season. Prices are ruling lower, but the volume of business was greater.

* * *

The McLeod Hardware Co. opened their branch at Glace Bay to-day. They anticipate good results from the new venture.

* * *

C. P. Moore says that in view of the expansion in the fishing industry in Cape Breton this year he finds a great improvement in trade.

* * *

No building of any importance has yet been undertaken in this section, except the miners' and officials' houses at Dominion No. 12, for which Rhodes, Curry & Co. have the contract. An addition to Harbor View hospital, Sydney Mines, will shortly be undertaken.

NEWCASTLE, N.B.

May 5.—The Canadian Antimony Co., incorporated last year with a capital of $250,000, will this summer develop the Antimony Mines at Lake George, York County, which they have bought from the old New Brunswick Antimony Co. that once worked them. They will install a ten-drill air compressor and a concentrator to concentrate low grade ore. They will not smelt there. At the mines there are two veins over a mile in length, and 10 shafts have been sunk, one of which is 300 feet deep. It is estimated that 50,000 tons of ore are in sight. The ore assays as high as 8

per cent. antimony, and an English firm have offered to take the whole output.

* * *

The Nepisiguit Lumber Co. has been organized in Springfield, Mass., to manufacture shingles. It has bought cedar rights for 500 square miles along Nepisiguit and Nigardo Rivers. Ralph W. Ellis and Chas. D. Irdway, of Burlington, Vt., are president and vice-president.

* * *

Newcastle suffers greatly from need of someone who will devote all his time to plumbing. When plumbing has to be done here, men have to come from Chatham or Richibucto, greatly increasing the cost.

ST. JOHN, N.B.

May 5.—Business continues very satisfactory in both wholesale and retail circles. There has been no changes in prices and beyond stating that business is good the dealers have nothing new to offer.

* * *

Hon. J. D. Rolland, of Montreal, President of the Canadian Manufacturers' Association, who is also a member of the Quebec Legislature, will visit St. John this week. Mr. Rolland is making his official visits to all branches of the Manufacturers' Association, and while there is no branch in St. John, he has complied with the wishes of local members and will include this city in his itinerary. He will come on Thursday, May 7, and leave the following day. A luncheon in his honor will likely be arranged at the Union Club.

* * *

There are now three New Brunswick cities and one town trying for the Dominion grant of $50,000 for an exhibition. Moncton started the ball and was closely followed by Fredericton and St. John, and last week Chatham came in line. All except St. John have appointed committees to wait on the Government and press their claims. St. John wants the Fair in 1910, while the others are seeking for it for 1909.

* * *

J. J. Mitchell, stove dealer, was one of the sufferers in a fire that occurred in the Sutherland building, Union Street, on April 28. The upper floors of the building were completely gutted, and Mr. Mitchell's stock was considerably damaged by water. He carried $1,500 insurance.

* * *

In Millerton, R. M. Weeks is erecting a general store, J. B. Beveridge is building a pulp mill, and the Miller Extract Co. are talking of putting up a paper mill.

* * *

A delegation from Fredericton, composed of Mayor Chestnut and Alderman W. E. Farrell, have been in Ottawa urging the Railway Department to build a new depot at Fredericton. The cost of the structure desired would be about $60,000. Consideration has been promised.

* * *

A. L. Haining, head of Emerson & Fisher's retail establishment, is enjoying a trip through the West. He will return about the 1st of June.

* * *

W. H. Thorne & Co. have improved the appearance of their store by having a very attractive tiled floor laid in their vestibuled entrance to the retail store. The tiling contains the firm name.

MONTREAL.

May 6.—The death is announced in London, England, following a paralytic stroke, of Frank W. Newman, brother of Thomas H. Newman, of Caverhill, Learmont & Co., at the age of 55. The late Mr. Newman was for many years connected with business circles in Montreal, first engaging in the dry goods trade, and after entering the real estate market. He left Montreal about six years ago, and at the time of his death was a director of Mountain & Gibson, engineers, of London. The deceased, who is survived by his widow and two daughters, was in Canada on business only a few months ago, and in the best of health. His death, therefore, came as a great shock to his friends on this side.

* * *

Charles M. Schwab, former president of the United States Steel Corporation, is interesting himself in the Dominion Iron and Steel Company, Sydney, N.S. He has just returned from a visit to Sydney, and it is stated that he and other capitalists have been buying Dominion Steel stock rather extensively for some time.

* * *

T. J. Drummond, of Drummond, McCall & Co., Montreal, has returned from a business trip out west. He visited St. Thomas, Hamilton, Midland and Fort William, and spent one day at Winnipeg. Mr. Drummond says that crop prospects are splendid, seeding being so far advanced, and going in under such favorable weather aspects. Business conditions generally were on the mend. A visit was also made to Londonderry and Annapolis, N.S., and altogether Mr. Drummond was away eighteen days.

* * *

Joseph de Loynes, the new Consul General of France for Canada, has arrived in Montreal. M. de Loynes was met by several leading members of the French colony.

* * *

"With judicious expenditure Montreal will become a great port, the greatest port of entry on this continent." Such is the verdict of George W. Stephens, president of the Montreal Harbor Commissioners, who has returned to Montreal after a lengthy inspection of the principal and continental ports. And Major Stephens should be in a position to judge. He has visited London, Liverpool, Glasgow, Hamburg, Antwerp and other great ports. He has examined the waterways, gone into the intricacies of their navigation, investigated dock equipment and facilities, and has come back primed with information for the authorities, which, we hope, will bear good fruit.

It is high time that serious attention was given to the development of the port. No one who has sailed up the St. Lawrence can fail to be struck with the magnificent waterway that leads to the heart of Montreal, or be impressed with the shipping possibilities that the port presents. Surprise is often expressed after such a trip that the great passenger boats of the C.P.R. should stop at Quebec, or that smaller boats than these should be delayed outside the port at night because of the difficulties of the port approach.

Surely the position of the port as the finest and most convenient outlet of a great country demands the most progressive policy on the part of the authorities. A vast amount of shipping business is transacted at Montreal, despite the export trade that has to be turned over to American ports, because Montreal cannot handle it. There is only one port in Great Britain, according to Major Stephens, outside Liverpool and London, which can claim to rank in point of value of business done per month as the equal of the port of Montreal, and yet little attempt, comparatively speaking, is taken to hold this trade, or to provide for that further development which is within reach of the port. "The ship channel," says Major Stephens, "is unequalled, and when it is further deepened and widened anything afloat will be able to steam into Montreal." And Montreal cannot hope to maintain the proud name she now bears of being the national port unless the largest vessels can dock against her wharves. A great future lies before the port of Montreal if the authorities do but grasp their opportunities. The whole exporting trade of the country is ready and willing to utilize the port's shipping facilities, and what that trade will amount to in time to come is beyond estimate. Great chains of granaries will pour forth mighty streams of grain across the Atlantic, the produce of the farmers and manufacturers will be directed to all quarters of the world, and for six and a half months Montreal can become the sole distributing centre. London never has such a chance within its reach.

But money must be spent in great and unceasing improvements. No stone must be left unturned to make the dock equipment the equal of any port in the world, while great improvements must be made in the channel. Montreal has been developed at a small comparative cost compared with other ports. It is gratifying to know from Major Stephens that this comparison can still be maintained in undertaking the further improvements necessary. But if it were otherwise, there should be no cheeseparing. The port of Montreal must be made worthy of the great country it represents or some other outlet for trade will be found. The opportunity lies in the hands of the authorities, let them not neglect it, or history will cry shame upon them.

* * *

The Montreal Board of Trade has passed and sent on to the City Council the following resolution:

"Resolved, that the Council of the Montreal Board of Trade hereby advocate to the City Council that an arrangement should be made with the

Montreal Street Railway Company, whereunder, with proper safeguards for the rights and interests of the city, that the company would be permitted to carry freight in Montreal, due provision being made therein that such carriage of freight should not interfere with the passenger service. That because it is not desirable that heavy freight should be carried through the leading residential and shopping thoroughfares, the City Council should reserve to itself the right to approve the routes on which the freight cars should operate."

Trade Doings in Ontario

Hamilton Merchant Expresses Himself in Favor of Cash System—Guelph's Low Tax Rate Expected to Encourage Manufacturers—Chatham Merchants' Troubles With Auctioneers—Gasolene Explosion at Peterboro—Change in Stove Travelers.

PETERBORO.

May 6.—A gasolene explosion in "My Valet," the clothes cleaning and repairing establishment of W. B. Rickey, Charlotte St., last Saturday night, was almost responsible for the death of Edward G. Wesley, who was standing near the dangerous liquid. It is supposed he, unthinkingly, dropped a half-lighted match with which he had been lighting his pipe, near a can of gasolene.

* * *

A company has been formed in Peterboro known as the Mechanics' Curling Rink Company, to erect a new curling rink for the working men of the city who cannot afford to pay the playing fee in the palace rink the Peterboro Curling Club has decided to erect. It is also the intention of the promoters to convert the building into swimming baths in the summer. The structure will be about 165 feet long. The plans for it are now being prepared.

* * *

The sewer pipe needed by the city this year will be supplied by R. Hicks & Co., of Peterboro. Their tender averaged half a cent per foot lower than that of the only other tendered, the Ontario Sewer Pipe Co., of Mimico, Ont. Hicks & Co. was lower in their tender for both 6 and 9-inch pipe but slightly higher for 12-inch pipe.

* * *

A new steel bridge will likely be built on Smith St., over the Otonabee River. The council at its last meeting decided on this step. The estimated cost is $37,000.

* * *

J. J. Turner & Sons, shipped to Picton last Saturday for the steamer Reliance the largest sail they have ever made during their 21 years' business in the city.

TORONTO.

May 6.—Oscar M. Hodson, who recently resigned the Toronto management of the H. R. Ives Company, Montreal, has accepted a position with the Gurney-Tilden Company, Hamilton, and will cover the territory formerly represented by Court Thompson, who this week became Canadian representative of the Union Metallic Cartridge Company, New York. In his new capacity, Mr. Thompson will cover all Canada, making his headquarters at Toronto or Hamilton. Besides calling on the jobbers he will shoot at the gun club meets.

Mr. Hodson entered into his new position on May 6 and will begin at once to call on the trade in Toronto and north to Owen Sound and the Soo selling stoves, furnaces, radiators and builders' hardware, lines with which he is thoroughly familiar with on account of his many years' experience as a retailer at Thamesville and Bolton, in both of which places he sold the Gurney-Tilden lines, his total sales at Bolton one year being 160 Souvenir ranges and stoves, a good record for a small town of 750.

O. M. HODSON, TORONTO,
Who Will Represent the Gurney-Tilden Company, Hamilton, in Toronto and Northern Ontario in Future.

Mr. Hodson is glad to get back into the straight hardware and heating fold after a couple of years selling iron beds and furniture. As one of the most active in organizing the Ontario Retail Hardware and Stove Dealers' Association he is known to many in all parts of the province and they will be glad to hear of his success in his new position.

Mr. Hodson, after a little over a year's residence in East Toronto, was elected an alderman for one of the wards last January, this indicating the esteem with which he is held by his fellow citizens.

* * *

The bicycle boom is on for sure in Toronto and on Saturdays and Sundays both men and women can be seen in large numbers enjoying a spin over the smooth pavements.

It has been announced that about the end of May or the early part of June there will be run near Toronto a new bicycle road race. Many racing men are quietly training in consequence, and will be competitors. The prizes are to be one of the features of the contest. There is one stipulation in regard to competing riders, they must all be mounted on Blue Flyer racing wheels.

* * *

Wm. B. Stewart, Toronto, representative of the Hamilton Cotton Company, manufacturers of rope, etc., has removed his office from 11 Front Street East to 58 Wellington Street West.

HAMILTON.

May 6,—Cash vs. Credit was gone into this week by your correspondent in connection with the retail hardware trade here and the finding is that the cash system takes the cake in the matter of popularity. While there is no understanding among the retailers on the matter of system and while the majority of them feel compelled to give credit it is safe to say that they would all like to adopt the cash system if there was an understanding in the matter. However, the more prominent dealers sell almost entirely for cash and allow credit in very rare cases, such as old customers.

One of the leading hardware retailers who is probably the only one in the city who sells exclusively for cash very obligingly spoke for publication on the subject. He has been conducting a strictly cash business for some years and he finds that it is the only system to make money. He finds that the cash system requires less working capital than a credit business and that at no time have these statements been better substantiated than during the present period of financial depression. Under such conditions a dealer who sells for cash finds his cash increasing in the same ratio as the stock declines, assuming he does not conduct his business on borrowed money. If he is working on such capital obviously his debts are decreased.

The merchant in question is, needly to say, highly in favor of all the hardware dealers adopting the cash system. He frankly admits that in small towns where the practice of giving credit is so firmly established, it would be a pretty hard proposition to make a complete change to the cash system although in the larger centres united action on the part of the dealers should minimize the difficulty.

* * *

Dealers generally report deliveries from manufacturers as being much bet-

ter than usual because of the slack in trade. Practically none of the merchants are overstocked as they are selling almost entirely out of their own stocks rather than buying.

* * *

Stanley, Mills & Company have a very attractive window display of lawn goods this week in their hardware store on James St. The window is sodded and in the middle is a water tank and a number of ducks. Lawn mowers and croquet sets complete the display which is attracting a lot of attention.

* * *

The Goldie & McCullough Company, of Galt, is installing one of the largest and most up-to-date security vaults in Canada in the basement of the Bank of Hamilton building for the Mercantile Trust Company. The work of installing the vault was begun on Friday of last week and the workmen will be occupied on day and night shifts for a month. It required three cars to ship the vault from Galt to this city and when the different parts are all in place it will weigh sixty tons. The vault will be 15 feet wide, 27 feet long and 9 feet high. There will be a steel grill division through the centre providing an apartment for the storage of plate and other valuables and another for safety deposits.

The shell of the vault is three-ply chrome bessemer steel and is put together with 15,000 screws. Each screw is so arranged that it is almost impossible to get at it except from the inside of the vault. The door is a wonderful piece of mechanism and opens by two Sargent and Grenleaf time locks. The door weighs four and a half tons. The vest shell weighs four tons and is set on concrete four feet thick, guarding against a settlement that might interfere with the shooting of the time locks. The entire steel shell is enclosed in masonry and concrete, two feet thick, making it absolutely burglar and fireproof.

The Dominion Government last week voted $100,000 additional toward the building of the new armories here. The original contract for the erection of the new armory and the connecting with and reconstruction of the old buildings, was $250,000 and the new vote will mean that Hamilton will get a fine big building.

* * *

During the month of April permits were issued for the erection of 82 houses, the estimated value of which was $154,-100. The total value of buildings for which permits were taken out amounted to $206,440, as compared with $378,050 for April last year, a decrease of $171,-610. Although there is a falling off in the total amount of building it is quite noticeable that while large factories and public buildings occupied the attention of the building trades to a large extent last year, house building is the chief factor this year.

R. M. Breckenridge, of the Norton Manufacturing Company, this city, has secured a patent on a can-fork or can-lifter, and Joseph Jackson, of the Tilden-Jackson Typewriter Company has had patented a new typewriter.

* * *

W. G. Reid has begun an action against the P. L. Robertson Screw Co., which was recently organized, for wrongful dismissal.

* * *

It is proposed to spend $100,000 on the completion of the revetment wall along the bay front. The Dominion Government will vote $75,000 and the city $25,000.

* * *

R. S. Rider, manager of the Canadian Steel & Wire Co., was in New York this week on business for the firm.

* * *

George D. Clark, manager of the local branch of the McClary Manufacturing Co., of London, has been elected vice-president of the London Old Boys' Association here. There are about 600 members here.

GUELPH.

May 6.—The water commissioners have been very busy during the past few weeks arranging for the new water works system now being installed. The contract for a 150 h.p. boiler has been let to the Goldie-McCullough Company, Galt, delivery to be made in two weeks. Plans and specifications for a steel and for a reinforced concrete stand-pipe and a concrete foundation for the same have been prepared, and many contractors are placing their tenders. Advertisements have been inserted in the trade papers for tenders for a stand-pipe, 3,000 feet of 12-inch cast iron pipe, hydrants, gate valves and valve boxes, the tenders for which will close on May 18. Options have been secured on a number of properties on Day's Hill for the erection of the stand-pipe. The final survey for the conduit line is nearing completion, and tenders will be asked for the trenching and laying of pipe as well as for a concrete reservoir at the pumping house and for a two and half and a three-million gallon high duty pumping engine, the installation of which may necessitate of a large addition to the pumping house.

* * *

About a week ago burglars broke into the hardware store of J. P. Noonan, Mount Forest, and stole some pocket knives and a small amount of change.

* * *

Beatty Bros., Fergus, manufacturers of hay tools and letter carriers, purpose erecting a new one-storey stone building 55 feet by 100 feet along the side of the river to replace their present frame buildings in the rear of their main factory. This will be used as a blacksmith shop and grinding room.

Manassah Huehnergard, of Elmira, has secured a position in the hardware stone at Almonte, as head clerk.

* * *

Percy Holzworth, of Elmira, who has for some time occupied a position as clerk at Bond Hardware Co.'s store, has resigned his position in order to take one in the West. William Clarke and Bert Farrow have been added to the retail staff of the firm.

* * *

The Doty Engine Works Co., of Goderich, have been awarded the contract for pipes and valves in connection with the sedimentation basin being installed at Goderich and W. R. Pinder was given the contract for supplying 1,000 feet of 2-inch pipe for the water works extension.

* * *

The Galt, Preston and Hespeler Railway intend putting in a freight shed and a new station at the Hespeler end of the line.

* * *

Ald. Callander, manager of the local branch of the London Machinery Co. paid a visit to the headquarters of the firm in the States last week.

* * *

The Simpson Co., of Inglwood, will build a large addition to the woollen mill buildings.

* * *

The Canadian Manufacturers' Association propose to take a united action to relieve some of the difficulties which face the shippers throughout the country with regard to freight shipments and cartage charges. They are calling a meeting and have communicated with the Guelph Board of Trade to send representatives to it. Some of the difficulties which will be remedied if possible will be in connection with the bills of lading, cartage charges, rebates and present conditions with regard to shipments from flag stations.

* * *

Albert Barber, of this city, has offered to build a municipally inspected abattoir without any cost to the city. The grant of $2,500 for the purpose of building an abattoir has been passed by the council.

* * *

At the last meeting of the Co-operative Society reports showed that it was in a flourishing condition and it is altogether likely that the society will branch out into other businesses, including the hardware trade.

* * *

At the meeting of the council on Monday evening the finance committee brought in their estimate for the rate to be levied this year, and placed it at 14 mills, in spite of the fact that never before in the history of the city has so much money been appropriated for various works. This rate is the lowest in the Dominion and is expected to advertise the city greatly and bring in a num-

ber of factories. The merchants of the city are greatly pleased with the council for the low rate they have been enabled to make. Of the 14 mills, about half is for school purposes.

CHATHAM.

May 5.—Merchants are once more protesting vigorously with regard to unfair competition from the auctioneers on the market. Every Saturday they auction off goods that are entirely new. These goods consist largely of tinware and other articles which come into competition with the smaller hardware sold in the stores. The stuff auctioned off is, as a rule, cheap in price and still cheaper in quality; so that the purchaser, after congratulating himself on securing a bargain, generally finds that it won't wear. Meanwhile, the hardware trade suffers. It seems a pity that merchants, who have to spend large amounts in taxes, advertising, wages, etc., should have to face competition through the fact that the city gets a few dollars annually from the auctioneers. The matter has been several times brought up in council, and has usually been referred to the property committee and there conveniently buried. If any correspondents of Hardware and Metal have had experience of a like situation in their towns, Chatham merchants would be glad to swap experiences.

* * *

President John Piggott, of the Windsor, Essex & Lake Shore Rapid Railway, states that the new extension of that line from Kingsville to Leamington has proven very successful. He is in hopes that an early advance will be made to Chatham, the ultimate destination of the line.

* * *

R. Stuart Adam, of Chicago, formerly partner here with John A. Morton, in the old hardware firm of Morton & Adam, was a Chatham visitor last week.

* * *

The Chatham Mineral Baths will be carried on, under the control of a new company composed largely of capitalists who were interested in the old Chatham Mineral Water Company. The new organization, which will be known as the Chatham Mineral Springs Co., is now applying for a charter, with a capital stock of 975,000. Archie Park, of the firm of Park Bros., foundrymen, is one of "the men behind." The new company intend extensively enlarging the present bath-house and hotel in the immediate future, and plans are now being prepared.

* * *

The burglaries which have terrorized the western Ontario counties for months past still continue. Early last week the store of Emmanuel Desmarais, general merchant, at Stoney Point, was burglarized, and Mr. Desmarais held at the point of the revolver by two armed men. This is the second time this store has been entered. The general store of Stuart & Howat, Thamesville, was also entered last week, though nothing was secured. As usual, the authorities have been powerless to lay jhands on the criminals, though rural merchants who have suffered in times past long ago ceased to hope sufficiently to be genuinely disappointed.

* * *

The council of the Board of Trade held a well attended meeting last week, when it was decided to enlarge the rooms, which are also the meeting rooms of the Retail Merchants. Chairman Westman, of the industrial committee, reported a couple of new industries in sight. The representatives of one concern will be here in the course of a week or so.

West of the Great Lakes

British Columbia Jobbers Report Trade Very Brisk—Vancouver Building Permits Greater Than Last Year—Mining Active But Lumbering Dull—Saskatoon to Spend $200,000 on Municipal Improvements.

SASKATOON.

May 1.—With the opening of the building season carpenters' tools and building materials are selling well. A very neat display of various lines of tools is to be seen this week in Clinkskill's store.

* * *

Yesterday the citizens voted for a number of by-laws, including an additional $25,000 for a city hospital; $20,000 for a traffic attachment on the new C.P.R. bridge across the Saskatchewan river; $25,000 for a new fire hall and appliances, and $130,000 for the extension of the sewer and water systems, and other local improvements.

* * *

The new roundhouse built by the C. N.R. is practically finished and ready for occupation. It is said to be one of the most up-to-date, complete and thoroughly equipped locomotive houses in the west. It is a ten-stall roundhouse and two of its noteworthy features are the heating system and the fire-fighting appliances. The building is heated by the hot blast system, which consists of an immense fan driven by an engine. The fan rotates at a great speed inside an iron casing to which is attached a huge sheet iron pipe, which extends the whole length of the building. Through this pipe 50,000 cubic feet of air heated at 70 degrees Fahrenheit can be delivered per minute when the thermometer outside atands at 40 degrees below zero. This has been considered the most satisfactory way of heating a building which has so much surface exposure. The hot air is supplied to the fan through steam-heated coils, which are exposed at one side. The coils contain about 8,000 feet of one-inch iron pipe. Every pit in the roundhouse is connected with a hot-air supply from the main pipe. The object of this extra supply is to thaw out engines quickly which are brought in frozen. The frozen or dead engine is placed on the stall and the hot air turned on from below, thus accomplishing the work of thawing out in a few minutes. A supply of steam is also on hand. All exhaust steam, supplemented with a small quantity of high pressure steam, is utilized in the roundhouse. The exhaust steam it is calculated, means a saving of about 30 per cent. in fuel. A saving is also made in water. The condensed steam converted into water in the pipes passes through high-pressure traps into the hot well. From the hot well the water is again returned to the boiler. A 75 h.p. return tube boiler is installed in the boiler room and space has been left for one of a similar size should it be found necessary to enlarge the building at some future time. A washout pump in the fan room supplies 125 pounds pressure of water at two different points in the roundhouse for fire protection. At each point there is an ample supply of hose and this pressure is always available by turning on a gate valve, where the hose connects to the pipe.

* * *

A few days ago it was found that a portion of the water main had become frozen solid, A very effective and economical method was adopted by the electrical engineer to thaw it out, A hydrant on each side of the frozen portion was connected up with electric wires and a strong current passed through, with the desired result, thus saving the cost of digging up the pipe.

* * *

The C.P.R. have decided to erect a machine shop in connection with their other buildings here. The contract for the building has been let to the J. McDiarmid Co., of Winnipeg. The figure is in the cvicinity of $20,000.

* * *

The Hub Roofing and Cornice Works have just closed a contract for the cornice work, metal roofing and ventilation of the Battleford court house. The firm has plenty of work on hand just now and at present employs ten men. Contracts on hand include metal ceilings, cornices, fireproof windows and skylights for the Cairns block; fireproof windows for the south side of the Empire hotel; metal ceiling and cornices on the Chubb block. Contracts just finished are the metal work on the court house and the C.N.R. roundhouse.

* * *

Prince Albert business men anticipate an increase in business when the Prince Albert Company's big sawmill starts working next week. It gives employment to some 250 men, who, of course, will have to be supplied with all the necessities of life.

VANCOUVER.

May 1.—A. B. Fraser, president of the wholesale hardware firm of Walter S. Fraser & Company, of Victoria, is very sanguine as to the trade prospects of the present year, and goes so far as to predict that 1908 will be the banner year so far as the growth and prosperity of the capital city is concerned. "We thought last year was an excep-

tionally good one in local business circles," Mr. Fraser remarked, "and so it was, but it will be easily eclipsed by the present. Each month for the past twelve months our business has been increasing over the corresponding months of the previous year, but since the first of 1908 trade has shown a decided improvement even over the previous months. In fact, I believe that this month's business will show an increase of 25 per cent. over the previous season." This bears out what has been stated in these columns before; namely, that the hardware men are looking for a good business. In some instances, trade is not quite up to the mark, but it is ahead of a year ago, with hardly an exception, and the fact that large stocks are kept well filled indicate what anticipations are.

* * *

While building in all the Coast cities is brisk, Vancouver excels even herself in the record of April, with a total of $1,350,000 in round figures. This surpasses the record of last July, when the value of permits was $1,030,445. It is especially worthy of mention, since for January and February of this year, Vancouver stood ninth each month in the list of cities of America, not in increase in percentage, but in actual value of permits. In March, the figures were slightly below those of the same month last year, and Vancouver was 22nd in the list. For April she will be among the top-notchers. Two large permits were issued, which are the principal cause of the figures being so high. These were for the steel building of the Imperial Trust Company, previously mentioned, and of the Winch building, The first was $450,000, and the latter $380,000. The Winch block will adjoin the new federal building continuing to the next street and as it will be similar in construction and architecture, will make a block that will not be surpassed for solidity and beauty in any city on the continent. As it is close to the C.P.R. depot, and across from the large stone block being erected by the Canadian Bank of Commerce, it will be in such a position as to give new arrivals in Vancouver a fine impression of the city's substantial progressiveness.

* * *

Local lumbermen, who attended the conference in Nelson, have returned. They report a unanimity on the many questions discussed of interest to the industry. Among the questions taken up were the announcement of the Dominion Government that the clause would be enforced that so much timber should annually be cut off limits in the railway belt; that an import duty should be levied on lumber; prices and general trade conditions. The depression in this industry, which will likely continue until next fall, make a considerable difference to the hardware trade, and to those foundries who make a specialty of the heavy castings required in lumbering operations. These concerns report business dull, and until a good crop is assured in the Northwest there is little prospect of change.

* * *

Mining, however, is encouraging. In the Yukon big dredging companies are getting busy. E. J. Watson, of the Risdon Iron Works, San Francisco, is in the city in connection with the shipment north of the machinery for a dredge for the Yukon Basin Gold Dredging Company, a company formed by Wm. Ogilvie, formerly gold commissioner of the Yukon, and which will operate on the Stewart River. The timbers were prepared by the Rat Portage Lumber Company, of this city, and the material will be shipped to White Horse, freighted in and there assembled. The Guggenheims and other companies are also spending large amounts in dredges in the north.

But dredging is not confined to that section of the west. On Granite Creek, in the Similkameen, a district noted in the early days, a Spokane company is to put in a dredge. Gold and platinum are the minerals sought. Over on Vancouver Island another company is being formed, around Revelstoke, owners of propositions are busy, and while copper properties may be marking time, there is an under-current of preparation which will soon develop into a considerable activity.

* * *

In and around Vancouver, close to the city, boring is going on for coal. The False Creek Coal Company, composed of local people, have secured the necessary machinery to ascertain what is in the ground. Ever since people came here, outcroppings of coal have been found, and Coal Harbor, an indentation of Burrard inlet in the west end of the city, was so named because of coal indications. Coal has also been encountered during the excavation for large buildings in the heart of the city, so the company thinks its prospects are pretty good.

* * *

Sid. Graham, of Trout Lake, B.C., has designed a syphon simple in design and yet so effective that it can be applied to a cask, a bottle of acid, a can of coal oil or gasolene, and any quantity required drawn off simply by the pressure of a pneumatic bulb. A spring stopper, operated by the thumb, instantly stops the flow. He has also designed a lock nut, consisting of a washer following a nut. One lip of the hole in the washer being lower than the other it has a double hold on the thread, and is screwed on after the nut, which holds it firmly in place, as any back pressure forces the upper lip of the washer into the thread and so prevents its retreat.

* * *

The B.C. Foundry and Engine Works, a subsidiary concern of the B.C. Marine Railway Company, of Victoria and Vancouver, is successfully manufacturing manganese bronze propellers, the plant being in Victoria. This is the first time that these propellers have been made in Western Canada.

* * *

Fire destroyed the plant of the Victoria Brick Company, with a loss of about $10,000, with an insurance of $2,500. The heaviest loss will be the season's trade, as machinery will have to be brought from Eastern Canada and before it can be installed the best part of the season will be gone.

* * *

Victoria is to call at once for tenders for 2,500 feet of two and a half-inch hose and 300 feet for the chemical engine. The city will also ask W. Beverley, Robinson & Company, of Montreal, whether the Staunton Iron Works, of Nottingham, Eng., would undertake to supply the necessary pipes for the high-pressure system on the same terms as those for the new distributive system. This would save time.

HAMMOCK CHAINS POPULAR.

One of the most useful inventions, or rather adaptations which has come to our notice in a long time is the hammock chain, now being brought out by several Canadian manufacturers.

When one remembers the large number of bumps, not to say serious accidents, that occur each season throughout the country by the breaking of a deadly hammock rope, one wonders that this substitution of chain has not taken place long ago. These chains seem to make the chances of accident practically nothing. They are tested so that a hammock may be filled with heavy men, to the extent of breaking the hammock, and the weight will still be within the margin of safety for the chains. The trouble in rope is not only its weakness, but its great perishability and especially when outdoors. The constant wetting and drying will rot the very best rope to such an extent that while still looking strong it becomes very weak. All these dangers are avoided by the use of chain.

These hammock chains which we have seen also add greatly to the convenience of a hammock user. Instead of any complicated fastening and the tying of knots, the chains are provided with powerful S hooks at each end and these S hooks will fasten into any link of the chain. In this way the hammock is practically adjustable at both ends and can be put up and taken down by simply hooking or unhooking at the end. The hold is also positive, so there is no danger of slipping or coming undone, and with all this so simple that a child can put up, take down, or adjust, without any instructions or previous experience.

The chains are heavily coated with zinc or tin to prevent rusting. This feature insures a bright, attractive article, neither soaked with water nor rusted. They are put up with two chains, or a pair, in a convenient box, and are made in three different lengths —3 feet, 6 feet and 9 feet—to suit the places where hammocks are used. The makers refer to the hammock chains as "hammock insurance," and it certainly does seem that these chains will insure against accidents in hammocks.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Furniture Hardware.

John E. Lake, Fortune, Nfld., writes: "Can you put us in communication with some firm who manufacture furniture hardware, such as drawer pulls, drawer knobs, locks, castors, escutcheons, etc.? We have started a furniture and chair factory here and will be using quantities of the above lines all the time. We wish to buy in the best market. If you can aid us we would be very much obliged."

The Peterboro Lock Co., Peterboro; the Belleville Hardware Co., Belleville; the National Hardware Co., Orillia; the Gurney-Tilden Co., Hamilton, and the Brass and Steel Goods Co., Belleville, manufacture lines of furniture hardware, the latter firm, we understand, making a specialty of furniture hardware. We believe you would find it to your advantage to secure catalogues from these different firms.—Editor.

WHITE PORTLAND CEMENT.

White Portland cement is declared to offer the solution for the present ungainly appearance of the most useful article in the builders' trade.

The Portland cement now in use has demonstrated its value in respect to strength, convenience, durability and cheapness. In one quality, that of beauty, has it been found wanting.

It is true that a vast amount of ornamental architectural work in concrete is being produced, much of which is of a very artistic character so far as form and surface are concerned, but all showing the drawback of an uninviting color. In comparison with the red, buff or white terra cotta, the warm tints of granite or sand stone, or the clear white of marble the monotonous blue-grey of ordinary Portland cement offers a dreary contrast. For this reason the use of Portland cement in the field of ornamental architecture has been limited and has been confined for the most part, to a class of buildings in which beauty is not an essential consideration.

The announcement is now made that Spencer B. Newberry, after a series of experiments extending over the past fourteen years, with a large deposit of suitable material discovered near York, Pa., has perfected a process for the manufacture of a true white Portland cement. It is stated that this product is of a pure white color and that it is at least equal in strength, setting and hardening qualities to the very best grey Portland on the market, and that mixed with white sand crushed white quartz, ground marble or ground white limestone, it will produce a brilliant white concrete or white artificial stone, suitable for every character of a finish and decoration, at but little more cost than that of ordinary Portland cement concrete. The source of the announcement cannot well be questioned as the standing and attainments of Mr. Newberry as a chemist are of the very highest character, and he is an international authority on the chemistry, production and manufacture of Portland cement.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

AGENTS WANTED—United States firm manufacturing a well known and widely advertised Safety Razor would like to secure a Canadian agent. For full particulars address Box 716, HARDWARE AND METAL, Toronto. (tf)

AGENCIES WANTED

MANUFACTURER'S AGENT, resident at Cobalt, desires agency for mining and mill supplies, general hardware, etc., for northern Ontario. Calling upon mining, milling and construction companies, hardware stores, etc.; 2 years experience northern Ontario, 5 years general hardware. Agency Box 394, Cobalt. [20]

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, Stove and Tinware business in thriving town in Ontario, surrounding county thickly settled with good farming community. Stock and fixtures about $6,000 which can be bought on very good terms as present owner has other interests that require his attention. Box 711, HARDWARE AND METAL, Toronto. (18)

FOR SALE—Hardware manufacturing business, well equipped factory, adjacent to the city of London. Taxes low, private siding connecting with all railroads; splendid opportunity for any individual or company wishing to engage in the manufacture of builders' hardware. London & Western Trusts Co., Limited, liquidator Wilcox Mfg. Co., London, Ont. [18]

FOR SALE—Hardware, stove and tinware business, in one of the best towns in the Ottawa valley. An exceptional opportunity for anyone looking for an established business. Apply Box 717, HARDWARE AND METAL, Toronto.

FOR SALE—Sporting goods store in the centre of the town of Montreal; in good condition. P.O. Box 519, Montreal. (19)

FOR SALE—One of the best Retail Hardware Businesses in growing city in Western Ontario; established about 20 years; best of reasons for selling. Box 719, HARDWARE AND METAL, Toronto. [20]

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—To exchange, two Winnipeg city lots, valued at $250, for set tinsmithing tools. Apply Box 89, Vernon, B.C. (19)

A SECOND HAND set of tinsmith tools. Box 128, Atwood. (19)

BUSINESS CHANCES

$3,000 worth of clean, up-to-date hardware for sale. First $1000 at 90c, second $1000 at 80c., balance at 70c. on the dollar. Will deliver within 200 miles of Fenelon Falls. Apply J. L. Cooke, Coboconk.

WANTED—One or more traveling salesmen who visit the hardware, cutlery and sporting goods trade, to take a line of Star Safety Razors and accessories as a side line on a commission basis only. Kampfe Brothers, 8 Reade St., New York City. (19)

BUSINESSES WANTED

PLUMBER and steamfitter would like to purchase a plumbing business in good lively town, or take an interest in one. Box 719, HARDWARE AND METAL, Toronto. (18)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

WE have a set of Tinners' Tools for sale which we purchased in the bankrupt stock of Dreany Bros. Will sell cheap for spot cash. John Bailes & Sons, Cobalt. (20)

FOR SALE—Contents of a complete creamery for sale cheap; all in good order. W. B. Clifton, Box 194, Alliston, Ont. [19]

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

TINSMITH WANTED, steady job, $12.00 per week, with chance of advance; must be steady and capable. J. B. Furniss, Sunderland. (21)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION wanted as traveller for Stoves, Furnaces or Tinware. Good connection, first-class tinner. Box 712 HARDWARE AND METAL, Toronto.

WANTED position as clerk; 6 years experience in general hardware; good references. M. A. Cooke Fenelon Falls. (21)

LITHOGRAPHY.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

CANADIAN MACHINERY and Mfg. News, $1.00 per year. The only mechanical paper published in Canada; every foundry and manufacturer of hardware lines; or of anything made of metal, should receive this publication regularly; sample copy sent on request; condensed advertisements for "Machinery Wanted" will be inserted free for subscribers to "Hardware and Metal." "Machinery for Sale" advts. one cent per word each insertion. CANADIAN MACHINERY, 10 Front St. East, Toronto.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, May 8, Room 511, Union Bank Bldg, Winnipeg

An advance of 2 cents in linseed oil is about the only quotable change of importance this week. Business is showing considerable revival of activity and there is a very hopeful feeling among the trade. The weather is very favorable and seeding is practically completed now throughout the entire west.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13 $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0, to No. 1, $4,65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90: No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; No. 4, 32c; No. 5, 30c; No. 6, 28c; No. 7, 26c; No. 8, 24c; No. 9, 23c; Nos. 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.: No. 4, $5.25; No. 5, $4; No. 6, $3.50; Nos. 7 to 9, $3.25; Nos. 10 to 14, $3. Discounts on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4,75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts, Bolts—Bolts, carriage, 3-16 and ¼, 65 per cent.; 5-16 and ⅜, 60 per cent.; 7-16 and larger, 55 per cent.; bolts, machine, 3-8 and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾; small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10 per cent.; copper rivets: No. 7, 29c per lb.; No. 8, 29½c; No. 9, 30½c; No. 10, 31¾c; No. 12, 34c. Copper burrs, No. 7, 39c per lb.; No. 8, 40c; No. 10, 43c; No. 12, 46 cents. Copper rivets and burrs: No. 8, 30½c per lb; No. 9, 33c per lb.

Green Wire Cloth — $1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16. $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1. $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½ per cent.; and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Builders' Hardware, Locks, etc.—All Peterboro and Gurney lines, 45 p.c. discount from list.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¼; British manila, 11¼.

Building Paper—Anchor, plain 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; Jubilee tarred, 84c; Buffalo plain, 60c; Buffalo tarred, 62½c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off; American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge, black, soft, $18; 10 gauge, $22.50; 12 gauge, smokeless, chilled, English, $24; Canadian, $23; 10 gauge, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop per 100 lbs. $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder. F.F. keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.50. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8 for cask lots, and $8.50 for broken lots.

Pig Lead—Average price is $5.50.

Lead Pipe—Quoted at $7.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in. $2.70: ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75, 1¼, $32.30; 3½, $40.50; 4, 46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, 11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4,65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box $13.50; ½ box, $7.

Terne Plates—I.C. plates quoted at $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gal. Engine gasolene, in barrels, gal., 24c; f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 62c; Calgary, 74c; Lethbridge, 74c; Edmonton, 74c; boiled oil, 3c per gallon advance on these prices.

WESTERN CANADA GOSSIP.

O. C. Marr, Moosomin, Man., reports an increase in business notwithstanding that he has brought their business to practically a cash basis.

A. G. Smith, Moosomin, Sask., is refitting his store throughout with the latest fixtures and showcases, including very elaborate cabinet shelving.

E. C. Irwin & Son, Glenboro, Man., have disposed of their hardware business to Anderson & Frederickson, both long-time residents of this section of Manitoba.

E. R. Bissett, who has had charge of the tinsmith department of G. R. Taylor's hardware business in Crystal City, Man., has severed his connection with

the firm and is entering business for himself.

J. P. Shannon, hardware merchant, of Carnduff, Sask., has sold his business to J. E. Olson, possession being taken on May 1. Mr. Shannon is retiring from business and, with his family, will make a tour of the southern States, with a view to ultimately taking up residence there.

Adam Forbes, Rathwell, Man., is adding machinery and lumber departments to his business. Mr. Forbes is the pioneer merchant of the town and is not only a prosperous merchant, but a successful farmer, having a farm of 320 acres all under cultivation, immediately adjoining the town. A beautiful modern house on the farm is used by him as his residence.

Paull & Dufty, of Broadview, Sask., are materially enlarging their premises. As an example of the rapid growth of business in the west these gentlemen started their hardware business in 1905 with a capital of $3,000, doing business in a "shack." To-day, after but three years, they have a modern hardware establishment and are carrying a $15,000 stock, all of which is practically clear of encumbrance. Mr. Paull, the senior member of the firm, is an old Mt. Forest boy, coming to the west some seven years ago, settling at Killarney, Man.

SPIRAL DRIVING NAILS.

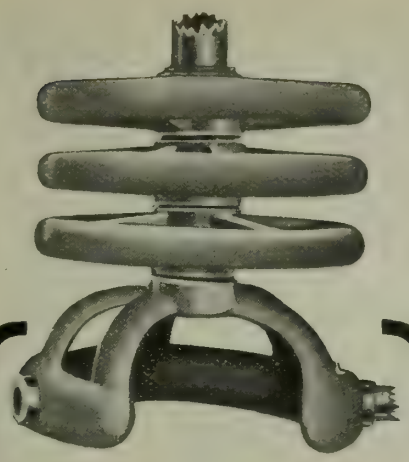
A curious invention was made by M. Wigret, Exeter, England, in 1858, consisting of a patent improved twisted or spiral fluting arrangement by which nails made on that principle were readily driven or twisted in. The use of spiral nails has never gained great popularity, although several attempts have been made to introduce some kind of a composite between the nail and the screw.

NEW PROCESS OF SMELTING IRON

A method of producing iron and steel from ore direct, without reduction to pig iron, is being introduced at Sydney, Australia. It is claimed that wrought iron and steel, of the best quality, can be produced by the new process, and the working cost is less than by the old method, as less machinery and less labor are needed. By treating pure granulated iron ore separated from the gangue magnetically, the high cost of melting and fluxing the gangue is saved, viz., cost of fluxes, fuel, time and capacity of plant. Iron sand is now being treated by the works, but it is said that the process is effective in treating any ferruginous ore, provided the same is first pulverized—an operation which can be readily done by mechanical means at small cost. The possibilities before this new process, which has such advantages over the old one, can hardly be realized.

PIPE WRENCH.

A. B. Humann, Coalinga, Cal., has invented a pipe wrench, the object of which is to be of use in facilitating the laying of line pipes for oil wells and for screwing or unscrewing the sections of the pipe casing at the wall. The wrench is also adaptable for purposes requiring the use of an especially large tool.



Fuel Does Double Duty at Single Price

wherever a warm air furnace is equipped with a "Pease Economy" Combination Heater.

It is not always practicable to carry heated air a long way off to isolated, exposed rooms, but with a "Pease Economy" Combination Heater, suspended in the combustion of any warm air furnace (preferably a "Pease Economy" Furnace) warm air can be supplied to nearby rooms, and hot water or steam to radiators located in the more isolated apartments.

This system has all the advantages of warm air, hot water or steam heating, without any of their disadvantages. You will find a lot more about this ideal system in our booklet, which we will be glad to send you free for the asking.

Pease Foundry Co., Ltd.
TORONTO
Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS
—FOR—
CONDUCTOR PURPOSES

BEAR TRADE MARK
F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Heating and Housefurnishings

WORLD'S OUTPUT OF PIG IRON.

The following tables, compiled by the Iron Age, give the world's production of pig iron in the past three years in gross tons:

	1905	1906	1907
United States	22,902,380	25,307,191	25,781,361
Germany	10,813,979	12,280,879	12,839,593
Great Britain	9,592,737	10,149,388	9,923,856
France	3,028,089	3,266,580	*3,532,233
Russia	*2,672,155	*2,599,976	e2,599,976
Austria-Hungary	*1,560,000	*1,575,000	*1,900,000
Belgium	1,290,400	1,351,033	*1,405,374
Canada	468,000	541,957	581,146
Sweden	518,960	595,231	e595,231
Spain	387,402	373,248	e373,248
Italy	140,818	133,158	e133,158
Japan	47,613	e47,613	e47,613
Other countries	200,000	200,000	200,000
Total	53,712,513	58,424,251	59,912,789

* Not final. e Assumed from preceding year.

The World's production follows:

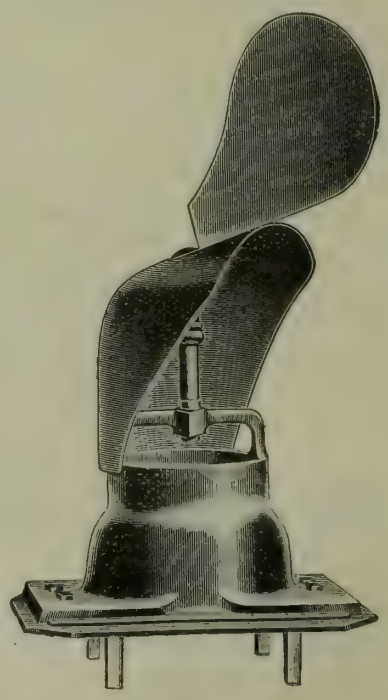
1850	4,400,000
1890	27,000,000
1895	28,700,000
1900	40,200,000
1901	40,200,000
1902	43,400,000
1903	46,000,000
1904	45,050,000
1905	53,700,000
1906	58,400,000
1907	59,900,000

MAKING METALS RUST PROOF.

A process for making iron and steel rust proof has been tried in England, and is about to be introduced in this country. It is claimed that it coats iron and steel with zinc as well as or better than ordinary wet galvanizing, and that the metal thus coated can be brilliantly polished. In the process, zinc dust is placed in a cylinder which has been brought to a temperature of 400 degrees or 500 degrees F; that is, below the melting point of zinc. The articles it is desired to treat are put into the cylinder, which is then revolved. The zinc is not actually melted, but forms an alloy through the surface of the articles absorbing the zinc, and then a coating covering the whole visible surface is deposited to any desirable thickness. Articles thus treated are said to have an even and adherent coating, which wears excellently and does not strip, and are easily polished by a mop. It had been found that the use of the wet galvanizing process upon articles on which threads are cut made it necessary after to recut the threads. This, it is claimed, is obviated in the new process, which not only avoids the additional work of recutting the threads, but makes the threads themselves rust proof. Another advantage claimed is that because articles are not heated to a high temperature, the temper of the steel is little affected, while its tensile strength and that of iron remains the same. The owners of the process assert that it will obviate the necessity of using brass in the manufacture of many articles that may rust, an important development in view of the high cost of brass. Aluminum and antimony may be substituted, it is said, for zinc, while when copper and its alloys are subjected to this process, their surface is so hardened as to turn the edge of even a steel tool.

REVOVLING CHIMNEY TOP.

Many otherwise good chimneys are spoiled by interfering currents of wind due to higher adjoining buildings, overhanging trees, etc. The Gurney Foundry Co., Toronto, are now placing on the market their Oxford cast iron revolving chimney top, which is a positive cure for all such chimney troubles. The top is



Revolving Chimney Top.

made entirely of cast iron, and the cap revolves with every change of wind, effectively preventing all down drafts. It is adjustable to all sizes and requires no additional labor or material to make it complete. It is sold at a moderate price and is cheaper than making extensions of sheet iron.

SEASON FOR GASOLENE STOVES.

Yes, it is a little early to try to sell gasolene stoves. The small town dealer's principal efforts should be put forth just now on the range and cook stove proposition.

Nevertheless, the gasolene season will soon be here. And it is none too early to begin to think about the plans for pushing this line a little later.

Usually, by this time, retailers have placed their orders for their needs in the gasolene stove line for the season. But as conditions are somewhat out of the ordinary this year, it is very possible that many have delayed ordering these goods, and even now are hesitating.

To Hesitate is to Lose.

But to hesitate longer on this proposition means to lose. Just as sure as we have a summer and warm weather, people are going to need and have gasolene stoves. And it is hardly possible that the trade tributary to northwestern dealers will use fewer gasolene stoves this season than ordinarily.

Accordingly, it is time the gasolene stoves were in stock or on the way.

While not crowding this line to the front just yet, have some of your best lookers around in sight, where people can't help seeing them. Many will thus make mental resolutions to buy later, and they are not likely to forget the place where they saw the stove that attracted their attention.

AN INNOVATION IN METAL WORKING.

A new, quick-working tinning solution, for brass and copper, is described in the Zeitschrift fur angewandte Chemie, according to a communication in Bayrisches Industrie und Gewerbeblatt. The usual method of tinning brass and copper with a solution of cream of tartar and metallic tin is in various respects open to objection; it requires from 6 to 12 hours, the cream of tartar is expensive, the deposit of tin is not bright and requires further treatment; the bath also requires some time before it is saturated with tin.

The formula for the new method is: Water, 375 parts; caustic potash, 34 parts; chloride of tin, 11 parts. Preferably a cast iron kettle, steam jacketed, or failing this an ordinary tank equipped with a steam coil is used. The water and caustic potash are first heated until the latter is dissolved, after which the tin salt is added. When the solution has the right composition and temperature, a deposit will at once begin to form on the objects immersed in it, which in one minute begins to develop into a thin coating, and in five minutes answers almost every purpose. For the tinning of brass objects, the average period of treatment may be given as five to ten minutes; for copper articles a somewhat longer time is required. The temperature of the bath may be kept at 150 deg. to 200 deg. Fahr.—Scientific American.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Palmer Hammocks.

The "1908 Catalogue" of the I. E. Palmer Co., Middletown, Conn., whose Canadian representative is R. N. Scott, 200 McGill street, Montreal, shows 112 colored illustrations of Palmer hammocks and accessories. The Palmer goods have an established reputation and are particularly seasonable just now. The firm invite requests for this catalogue, and traders would do well to possess a copy.

Sharpening Stones.

Emery and corundum, scythe stones, razor hones, knife sharpeners, axe and slip stones, etc., are dealt with in the catalogue issued by Canadian Hart Wheels, Hamilton, Ont., a copy of which will be forwarded if a postcard is sent the firm. Being a Canadian concern, the duty on these goods will be saved if purchases are made from this company.

Cutlery and Plated Ware.

The McGlashan, Clarke Company, Niagara Falls, Ont., will on request send a copy of their catalogue of plated ware, cutlery and nickel-silverware to any inquirer. These goods, which are warranted, are made of sound base metal, thoroughly plated and finished, and possess exceptional wearing qualities.

N.B.'s Tourist Advantages.

The New Brunswick Tourist Association has issued a well printed and attractive booklet descriptive of the advantages of New Brunswick as a tourist and sporting resort. Copies will be sent free on application to the secretary, Miss Annie E. Tingey, St. John, N.B. New Brunswick boasts a magnificent climate, beautiful scenery and the finest trout and fly fishing on the continent. Good summer resorts and many other features make it a tourist resort and a sportsman's paradise.

Wire Cloth.

A "Special Catalogue," which the retailer looking for summer business would do well to have, will be sent on request by the B. Greening Wire Co., Hamilton, Ont., and Montreal, Que., makers of all kinds of wire cloth for every purpose. The firm supply any mesh required from any size of wire, and, carrying as they do, a large stock of all standard grades, can ship promptly.

Berlin Board of Trade.

The twenty-second annual report of the Berlin Board of Trade has just been issued. It is a neat little booklet, containing a number of illustrations of the town, and the cover shows a striking design of "Busy Berlin's" factory chimneys. President Sim's address is very satisfactory, and it reviews the events of the past year, besides dealing with current questions, in a businesslike manner. A number of interesting and useful statistics are given, as well as a directory of members of the board and a list of the manufactories.

A Good Paint that Brings a Good Profit

Sherwin-Williams Family Paint should be on the shelves of every progressive merchant.

There is a demand for such a paint from nearly every household in the Dominion. It's especially in demand at this time of year for house cleaning purposes.

Are you fully prepared to take care of this demand? If not, you should make up an order today—we will make shipment same day order is received.

Tell your customers just what they can do with a can of S-W. Family Paint. Show them how they can "Brighten Up" their cupboards, shelves and kitchen chairs with it. Explain that it is especially good for baseboards, as it stands plenty of soap and water. Suggest its use for door and window trimmings, stands, stools, flower boxes, rough furniture, etc. Don't wait for your customers to think out and figure out where they need Family Paint—tell them definitely what they ought to use it for.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

CORRUGATED IRON

Galvanized—Rust proof. Made from very finest sheets—absolutely free from defects.

Each sheet is pressed not rolled—corrugations therefore fit accurately without waste.

Any desired size or gauge—straight or curved.

LOW PRICES PROMPT SHIPMENT.

The Metallic Roofing Co.
LIMITED
Manufacturers
Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Ingersoll Foundry Company, will enlarge and extend its plant.

Hanna Bros., Ridgeway, will erect a planing mill at Fort Erie, Ont.

The Plow Works Company will erect a factory at Port Stanley, Ont.

The Great West Townsite Co. propose erecting a cement works in St. John N.B.

Oil Springs, Ont., has granted a $2,000 bonus for the establishment of a flax mill there.

The C.P.R. will erect a 10,000,000 bushel elevator at Victoria Harbor, on Georgian Bay, Ont.

Henry Bros., dry cleaners and dyers, Winnipeg, will erect a $15,000 plant in St. Boniface, Man.

J. R. Booth's lumber mill, Ottawa, commenced work on May 1, giving employment to 1200 men.

The new car works at Fort William will cost $200,000; and on the new wire works $60,000 will be spent.

The Maple Leaf Flour Mills, Kenora, Ont., burned some months ago, are being rebuilt by Geo. H. Archibald, Winnipeg.

The Algoma Steel Company's blast furnaces at Sault Ste. Marie, Ont. have been blown out, owing to the shut-down of the rail mill, throwing 1500 men out of employment.

Tenders have been invited by the Department of Marine and Fisheries, Ottawa, for the furnishing of one machine for bending steel boiler plates to be delivered at the Government shipyard at Sorel, Que.

In order to facilitate the handling of their western business, Peter Lyall and Sons, building contractors, Montreal, have organized a western company, with offices at Winnipeg, which will have complete control of the firm's work and business interests west of the Great Lakes. It is stated that the company has a capital of $250,000, that the president is Peter Lyall, the vice-president and manager, Geo. A. Mitchell, and Peter Lyall, jr., secretary-treasurer. The firm has been established in the west for some years.

Building Notes.

A $5,000 school will be erected in Sparta, Ont.

Hamilton, Ont., will erect a $55,000 technical school.

G. A. Walton, Toronto, will erect a $12,500 dwelling.

Montreal's building permits for April totalled $267,065.

Winnipeg's Y.W.C.A. propose to erect a $75,000 building.

Six new post offices will be erected in Peterboro Township.

The Imperial Bank will erect a new building in Welland, Ont.

A $16,000 school building is proposed to be erected in Dundas, Ont.

The building permits issued in Toronto for April totalled $1,169,635.

Zion Lutheran Church, Stratford, will erect a new edifice early this summer.

It is proposed to enlarge Montreal's city hall by the addition of two storeys.

Vancouver's (B.C.) building permits, totalling $1,500,000, is a record-breaker.

Mrs. H. B. Peterson, Winnipeg, will erect a $12,000 residential flat building.

Verdun, Que., will erect a $40,000 town hall, fire and police station building..

A new observatory building will be put up by Queen's University, Kingston, Ont.

A $15,000 gymnasium building is proposed to be erected by the Toronto Y. W.C.G.

The Lethbridge, Alta., school board is calling for tenders for a $90,000 school building.

Tenders will shortly be called for the erection of the $45,000 "Men's Own" club building, Winnipeg.

The Metropolitan Bank will erect a $10,000 branch bank building in the east end of Toronto.

The Imperial Trust Co., Vancouver, B.C., will erect a thirteen-storey structure costing $400,000.

A new filtration plant building will be erected in connection with Stratford's (Ont.) waterworks system.

Montreal's Technical School Commission has purchased a site for the erection of the $350,00 school building.

The Minister of Militia announces that the Government will erect a number of armory buildings in the smaller towns of Canada.

Saskatoon, Sask., has carried by-laws providing for a $55,000 municipal hospital, a $25,000 fire hall and equipment, and a $20,000 new C.P.R. bridge.

St. John's Anglican congregation, Moose Jaw, Sask., will erect a new church in the near future and a $10,000 parish hall during the summer.

Winnipeg, Man., will submit by-laws asking for $100,000 for an isolation hospital, $15,000 for a morgue, and $125,000 for additional hospital purposes.

F. T. Ranney, Detroit, and R. Loveland, Sandwich, Ont., propose erecting a $500,000 pulp mill at Sandwich, if the duty on pulpwood entering the States is removed by Congress.

Fort William's building this year will mean the expenditure of about $3,000,000. The G.T.P. is putting up a $1,000,000 elevator, and the C.P.R. a $500,000 one. Two churches, two schools, a fire hall and improvements to the hospital means $220,000 more, and industrial structures will bring the total up to the $3,000,000 mark.

Chas. F. Wagner, Toronto, has prepared plans for the erection of a $10,000 Lutheran Church at College and Markham Sts., that city, and for a $15,000 Baptist Church at Balmy Beach (Toronto).

Municipal Improvements.

St. Thomas, Ont., may spend $24,000 on bridges.

A sewage system will be constructed in Kitsalano, B.C.

Markdale, Ont., will spend $20,000 on a water works system.

Hirsch, Sask., will spend $75,000 on water works extensions.

Cornwall, Ont., proposes to construct a $4,600 sewer on its main street.

Chilliwack, B.C., will raise $17,000 for drainage and sewer extensions.

Indian Head, Sask., passed a by-law to extend water works system at a cost of $10,000.

Port Stanley citizens will vote on a $15,000 water works system within a month's time.

Saskatoon, Sask., will spend $130,000 on extensions to its waterworks and sewerage systems.

Moose Jaw, Sask., proposes to submit a by-law to raise money to extend its water works and sewage systems.

The Montreal Water Works Department has asked for $500,000 for new works during the summer.

Toronto ratepayers will, on June 27, vote on a by-law authorizing the construction of a $700 000 sea wall.

The Victoria, B.C., water works department is asking for tenders for the supply of 70 tons of pig lead and for certain gate valves.

A $5,200,000 trunk sewer and filter plant by-law will be voted on by Toronto ratepayers on June 27. As well, the taxpayers will be asked to provide $190,000 for a new bridge across the Don river.

Railway Construction.

The C.P.R. will double track its line between Peterboro and Montreal.

Plans are being prepared for the Canadian Northern Ontario machine shops to be built in Toronto.

A railway line is proposed to be built between Brockville and the country in the north of Lanark county.

Companies Incorporated.

The Canadian Instrument and Testing Company, Limited; head office, Montreal; share capital $20,000; to manufacture electric heaters, furnaces, etc. Directors: E. M. B. Archibald, C. Archibald, W. A. Henry, H. B. Stairs and R. V. Harris.

The Peerless Brick and Tile Co., Limited; head office, Ottawa, Ont.; share capital $150,000; to manufacture brick, sewer pipes, cement, paints, artificial stone, etc. Provisional directors: W. S. Odell, J. A. Ballantyne, W. C. Perkins, H. H. Williams and J. G. Gibson.

"CARRON"
"AYRESOME"
"CLARENCE"

PIG IRON

Prompt Shipments.
Finest Quality,

A. C. LESLIE & CO., LIMITED

MONTREAL

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

Hammer the Hammer

The Iver Johnson isn't a bomb—it's a revolver. It goes off only when a revolver should—when you pull the trigger. You can drop it, strike it against table corners, or hammer the hammer, with perfect impunity. But the instant that you do pull the trigger in earnest you will find the Iver Johnson a quick, sure, straight shooter.

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. Advertised in all the big magazines and sportsmen's periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.

WHITE LEAD

"Tiger" brand White Lead has become the favorite of a great many painters, because of its uniformity and reliability, enabling them to do more work and get better results than can be obtained from inferior brands of Lead.

"Tiger" White Lead contains nothing but strictly pure White Lead and Linseed Oil, and is made with greatest care, our aim being to satisfy the wants of those painters who are particular about what they use.

White Lead Association of Canada guarantee on every package.

The MONTREAL ROLLING MILLS CO.

We Have a Plan to Help You Sell More of Our Goods

Write us about it and we'll gladly explain details.

The best varnish to sell customers who want a high grade, glossy, economical, quick-drying, durable varnish for interior woodwork is

ELASTICA No. 2

It produces a beautiful and lasting lustre over natural, painted or grained woods, and dries, free from dust in from 7 to 9 hours. Are you acquainted with our other lines—Lacqueret, Flattine Cabinet Finish, Gutta Percha and Flattine Floor Finishes?

ALL OUR PACKAGES ARE FULL IMPERIAL MEASURE

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of "Elastica," "Gutta Percha," and "Flattine" Floor Finishes, and "Flattine" Cabinet Finish.

10 to 15% better value

is a great inducement to your customers. You probably haven't one customer who would turn up his nose at an offer to give him that much better value for his money. It is a fact that every single can of

Moore's Pure Linseed Oil H.C. Paint

contains 10 to 15% better value than a can of any other brand of prepared paint on the market. Instead of spending our shekels in extensive advertising schemes we have spent them on the paint, with the result that you, your customer, and ourselves, mutually benefit. The price is just right. Better send ***now*** for our color cards.

Muresco Wall Finish

is the healthiest, most beautiful and most economical interior wall finish ever made, and the profits are really worth having. Are you getting your share?

Benjamin Moore & Co., Limited

New Office and Works: Toronto Junction, Canada. New York, Chicago, Cleveland, Carteret, N. J.

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper nitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3 30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge. 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls. $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	....	3 00
Galvanized, plain twist	....	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose. per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and '900" mops 1 25
Folding ironing boards..... 12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz | 1 10 | 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 10
" " 3-hoop	95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 13½
"British" Manilla	0 11
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09
" double	0 11
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 13	0 20
" Axe "	....	0 10
Deer Creek "	....	0 10
Deerlick "	....	0 25
" Axe "	....	0 15
Lily white "	....	0 42
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe per gross	3 50	5 00
Grind, 40 to 300 lb., per ton	20 00	22 00
" under 40 lb., "	....	24 00
" 300 lb. and over	....	28 00

H&R GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

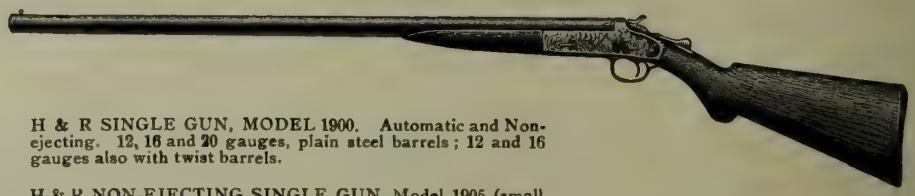
Our catalogue tells about our full line and gives valuable selling points.

WRITE FOR IT.

Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

HARRINGTON & RICHARDSON ARMS COMPANY

515 PARK AVE., WORCESTER, MASS., U.S.A.

'ATLAS' The Brand

IS THE BEST IN THE MARKET

Scotch Glue

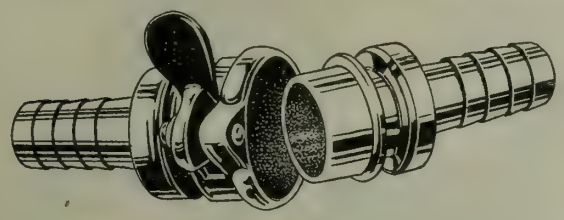
SOLE MANUFACTURERS:

QUIBELL BROTHERS, Limited, Newark-on-Trent, England.

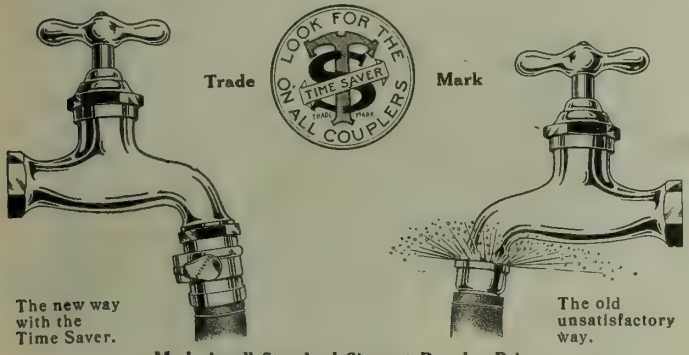
There's Money For You In The

TIME-SAVER HOSE COUPLER!

Cheese factories want it. So do Hotels, Liveries, Firemen, Owners of lawns, and gardens—and all other hose-using humanity.



The Time-Saver couples hose sections and makes tap connections without a leak—and instantaneously—by the mere pressure of your thumb.

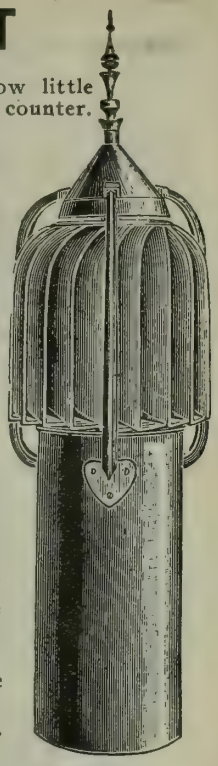


Made in all Standard Sizes at Popular Prices.

SEND FOR OUR PRICE LIST.

The Time-Saving Coupler Company, Limited
166 Bay Street, Toronto

DOUBLE PROFIT



Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town or neighborhood. Get after the builder and show him the advantage of putting in one of our

Aeolian Ventilators

the best means for insuring pure air.

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Har is Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our ssistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,

E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day.

Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

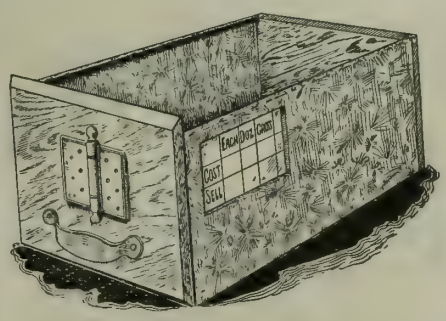
MONTREAL

McDougall Pumps

are standard Pumps, this is now well known from Sea to Sea, and if any improvements come up we immediately embody same. Our printers are busy with Catalogue No. 16, please let us have your name for a copy.

The R. McDOUGALL CO.

Galt, Canada LIMITED



Show Your Goods

The experienced Hardwareman would reverse the old adage: "If you don't see what you want, ask for it," and would substitute: "Show a man what he wants and he will ask for it."

The only way you can display the hundreds of articles you carry in stock is to sample them on Shelf Boxes.

Of course, the fronts of the Shelf Boxes must be attractive, otherwise they will detract from the value of the goods instead of making them appear more valuable.

The Bennet Steel Hardware Shelf Box is the **most durable,** the most attractive and most satisfactory Shelf Box on the market.

Let us send Catalogue and Price List.

Cameron & Campbell

Sole Manufacturers, - Toronto, Ontario

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and exceedingly presentable.

Represented by

H. F. McINTOSH & CO.

51 Yonge Street

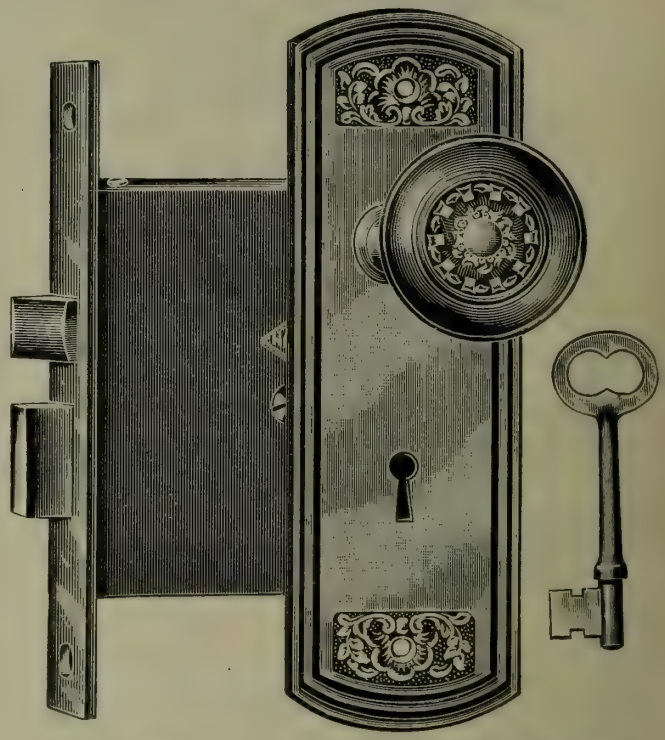
TORONTO, - ONTARIO

Write for Catalogue.

This is our Specialty THIN MORTISE LOCK

showing one of our new designs in Escutcheon and Knob—Ask your jobber for

"NATIONAL" BUILDER'S HARDWARE



National Hardware Co., Ltd., Orillia, Ontario, Canada

Just Before Haying

you can sell a lot of

EUREKA RAKES

The Eureka is by long odds the strongest all wood hay rake ever offered the trade. We are the sole makers and are protected by patent. The handle and braces of the Eureka are sawn in one piece, and mortised to the head.

Why not write for our list and discounts to-day?

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

If you handle REFRIGERATORS, Why not keep the BEST?

OUR

"Victoria" Refrigerator

is made to defy Competition.

Perfectly VENTILATED
Carefully INSULATED
Superior FINISH
Bronze TRIMMINGS

Galvanized lined and White Enamel lined.

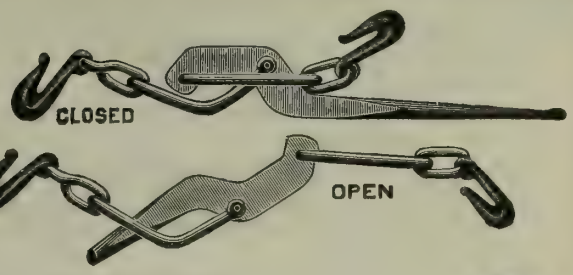
Ask for our catalogue.

C. P. FABIEN

MANUFACTURER, - - MONTREAL

Toronto Sample Room: 178 Victoria St.
Stewart & Co., Representatives.

The Soo Line Tools

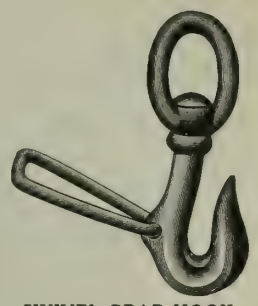


TIMBER CARRIERS OR LUG HOOKS

will grapple anything from 3 to 16 inches, and is fitted with swivel to permit of carrying through narrow passage-ways. Made with 4 ft. select Maple Handles and Duck Bill Hooks.

LOG OR LOAD BINDERS

This Log or Load Binder does away with binding poles entirely. You can bind a load solid in 3 seconds and unbind in one second.



If your Hardware Dealer cannot supply you with the Best—The Soo Line Tools—drop us a postal for catalog and discount sheet.

MANUFACTURED BY THE

Canadian Logging Tool Co., Limited

Sault Ste. Marie, - Ontario

EYE DOG

SWIVEL GRAB HOOK

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

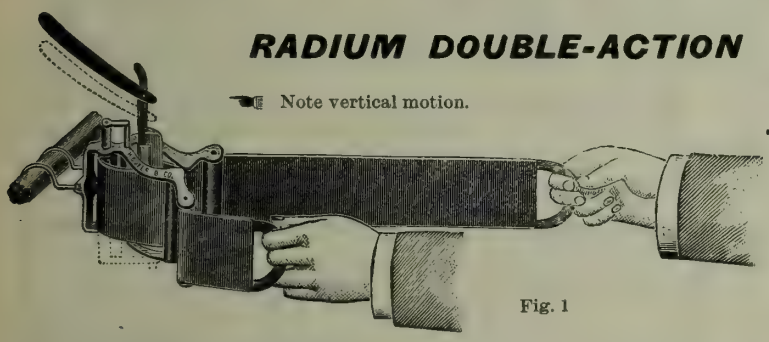
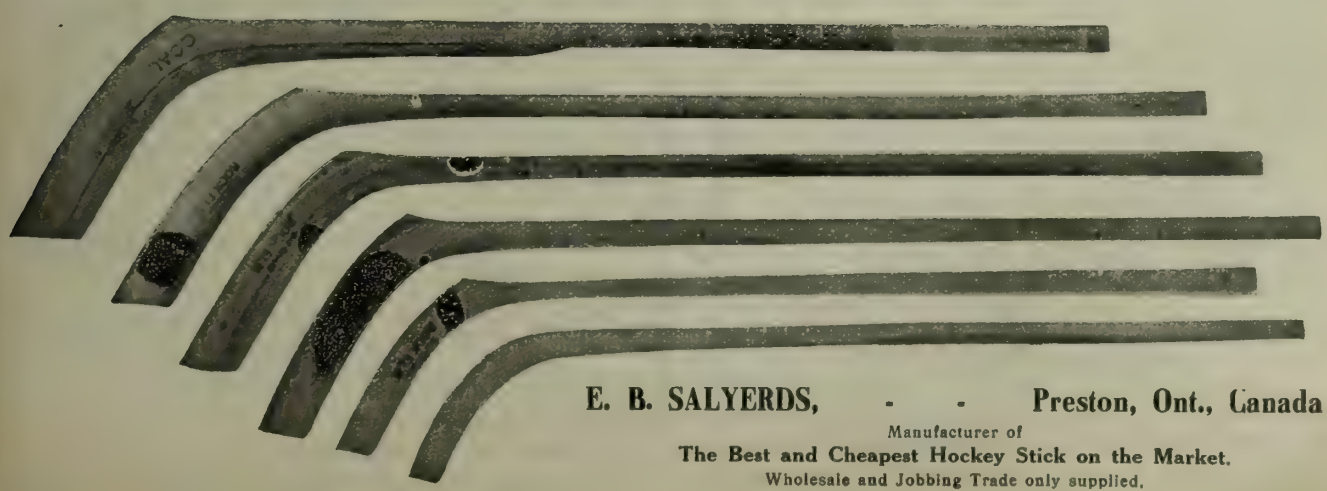


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*



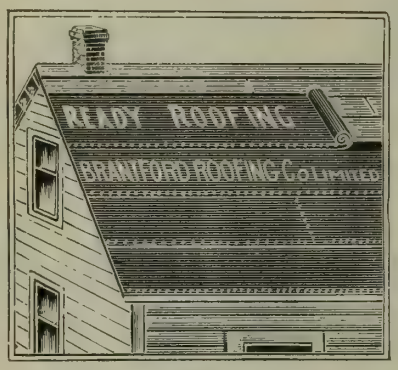
E. B. SALYERDS, - - Preston, Ont., Canada

Manufacturer of

The Best and Cheapest Hockey Stick on the Market.

Wholesale and Jobbing Trade only supplied.

"Brantford" "Roofing"



Get FREE SAMPLES of our roofing and see for yourself what a strong, durable, pliable and altogether superior roofing it is. Two finishes — Asphalt and Rubber. Sold at as low a price as a really good roofing can be sold —about one third less than metal. Get a step ahead of your competitor by securing the agency for your town.

Brantford Roofing Co. Limited
Brantford, Canada

Montreal Agency; P.O. Box 1053—Chas. A. Sullivan.
Ottawa, Winnipeg — Agents—General Supply Co., of Canada, Ltd.
Sherbrooke, Quebec — Agents—J. S. Mitchell & Co.
British Columbia Agents; Fleck Bros., Limited, Vancouver, B.C.

Amatite ROOFING

TRADE B MARK

IF you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of *real mineral matter* on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

A roofing that consists of smooth materials made to receive a heavy coating of paint, is not a roofing at all —the paint is the real roof.

If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better—*and that means Amatite.*

FREE SAMPLE AND BOOKLET

A free Sample with Booklet will be sent on request to our nearest office.

PATERSON MANUFACTURING COMPANY LIMITED
Canadian Agents
Toronto, Montreal, Winnipeg, St. John, N.B., Halifax N.S.

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal — PRESTON — Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B. — J. A. Bernard, QUEBEC — Clare & Brockest, WINNIPEG
Ellis & Grogan, CALGARY — Wm. N. O'Neill & Co., VANCOUVER

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO. LIMITED
GALT, - ONTARIO

Western Distributing Agents—
DUNN BROS., of Winnipeg, Man., and Regina, Sask.

"We get magic results for you"

SEEMS LIKE MAGIC

to insert a small want ad. in HARDWARE AND METAL, and in four days time, reach practically every hardware merchant, stove and tinware dealer from Halifax to Vancouver.

It will take about five minutes of your time to write the advertisement and it will cost you 25c. or 50c. per insertion to have it inserted in our paper, and for this little trouble and small expense you have the satisfaction of knowing that if there is a hardware dealer, clerk or traveller interested in your proposition you are likely to hear from him.

Do the following headings suggest to you any proposition which could be advertised to advantage in this department?

SITUATIONS VACANT
SITUATIONS WANTED
BUSINESSES FOR SALE
BUSINESSES WANTED
ARTICLES FOR SALE
ARTICLES WANTED
AGENTS WANTED
AGENCIES WANTED
BUSINESS CHANCES
TOOLS FOR SALE
SIDE LINES
STORE FIXTURES FOR SALE
STORE FIXTURES WANTED

The charge for condensed or "Want Ads." is:

2c. per word for first insertion,
1c. per word for subsequent insertions,
5c. additional each insertion when replies are addressed to Box number and forwarded.

WRITE, WIRE OR 'PHONE OUR NEAREST OFFICE.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

DISSTON SAWS

are the STANDARD by which the merits of all others are JUDGED

A SAW to be superior in every respect must be made of High-Grade Steel of a particular texture, with a special temper to render the blade tough and elastic, permitting the bending of points of teeth in the operation of setting, at the same time be sufficiently hard to maintain the set and admit of a cutting-edge that can readily be sharpened but not easily dulled. The blade must be ground an even thickness on tooth-edge, properly tapered for clearance, and the teeth should be of such shape as to enter into and CUT—not tear—the wood.

These are the principles on which the DISSTON SAWS are built ! !

With over fifty-three years' experience making steel in our own works, producing a material peculiarly adapted for manufacturing saws, having the most skilled workmen ; the use of special machinery of our own invention, and with sixty-eight years' experience in the manufacturing of saws, during which time no efforts or expense have been spared to achieve and maintain the HIGHEST STANDARD of QUALITY and DESIGN, and we feel justified in claiming for Material, Workmanship, Utility and Durability DISSTON SAWS are UNEQUALLED.

HENRY DISSTON & SONS, Inc., Keystone Saw, Tool, Steel and File Works **Philadelphia, U.S.A.**

CANADIAN WORKS : 112 Adelaide St. East, TORONTO, CAN.

"NEVERSLIP ANCHOR WEDGE"

It matters not whether the handle is old and shrunken, or new and green, the "NEVERSLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

Send for terms and prices

NEVERSLIP ANCHOR WEDGE CO.
AUBURN, N.Y.

Canadian Representative, W. F. Canavan, 13 St. John St., Montreal, Canada.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

Caution to Dealers

We caution all dealers and the public generally against handling any skates or hockey sticks bearing our trade marks—"Mic-Mac," "Regal," "Scotia," "Velox," "Beaver," as it is our intention to protect our interests to the fullest extent. It having been brought to our notice that sticks and skates stamped with our registered trade-marks are being offered for sale in Canada, this is to caution all those who wish to handle reliable goods, against buying the cheap imitations which may be offered them.

Starr Manufacturing Co., Limited

DARTMOUTH, N.S. TORONTO BRANCH: 126 Wellington St. W.

Aylmer Pump & Scale Company, Ltd.

A New Name for an Old Established Firm

We are right on the ground floor, ready to supply all the pump and scale wants of our old customers, and also to solicit the trade of any dealers who have not dealt with us in the past, guaranteeing satisfaction both as to quality and price.

Write for Catalogue of Pumps and Scales.
We carry a full line.

AYLMER PUMP & SCALE COMPANY, Ltd.

Successors to

AYLMER IRON WORKS COMPANY, Ltd.

Aylmer, Ontario

Brockville Lawn Mowers

Style C—10½ inch wheels, finished exclusively in Aluminum and Gold Bronze, 10½ inch wheels, 4 blades, 12 to 20 inch cut.

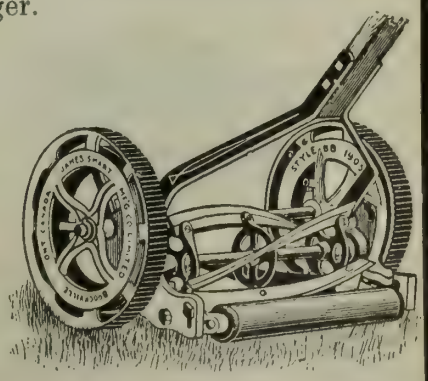
Light, Durable and Easy - Running

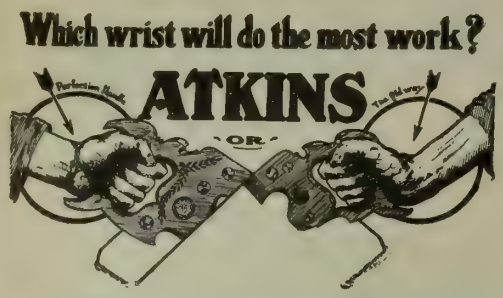
Known by the dealers who have handled it to be unapproachable in all features. A profit-maker; a trade-bringer.

Order From

THE JAMES SMART MFG. CO., Limited

Brockville, Ont.
or
Winnipeg, Man.





Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.

Home Office and Factory: INDIANAPOLIS, IND.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and prices to-day.

When a Man or Woman asks for the BEST CHURN

give him the "Favorite," and you do give him the best. It's the easiest to handle—Patent foot and lever drive, so that the churn may be operated by hand, by foot or both.

8 sizes to churn from 1-2 to 30 gallons of cream.

You are sure to please your customers with the "FAVORITE" and we make it worth your while to handle them. More of the "FAVORITE" Churns are sold in Canada than any other and the reputation of the "FAVORITE" makes it an easy seller for the dealer.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

The present time is a time of doubtfulness. Some people state that times are hard. Others that times couldn't be better. Therefore the doubtfulness. **But why be doubtful?** Handle our goods. There is no doubt as to their selling capacity, consumers say "without doubt they are the best ever."

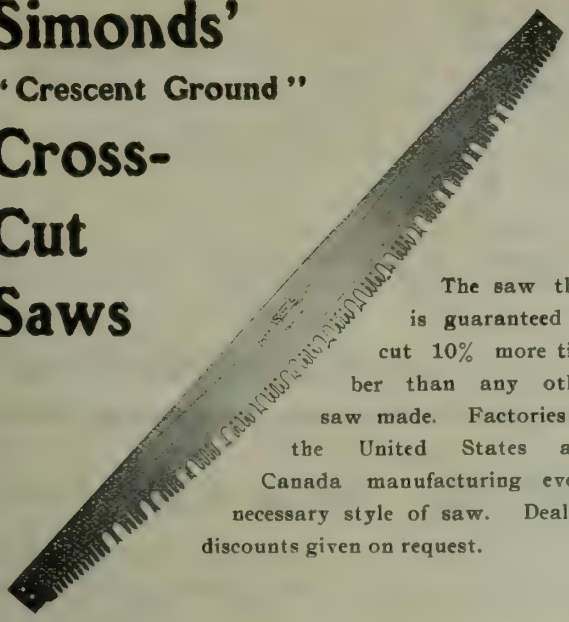
A few of our lines:—**Washing Machines, Trucks, Wheelbarrows, Drag Scrapers, Forges, Blowers, Drills and Blacksmith Machine Tools, etc.**

The LONDON FOUNDRY CO., Ltd., London, Can.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

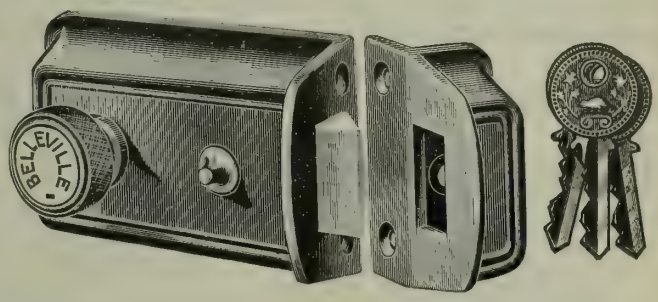
Montreal, P.Q.

Toronto, Ont. St. John, N.B.

BUILDERS' HARDWARE

Our assortment Mortise and Rim Locks, Door Knobs and Bells, Sash Locks, Hat and Coat Hooks, Front Door, Inside and Bathroom Sets is positively unbeatable. We have them in Brass and Steel, Bronze and a large variety of other

Up-to-date Finishes



Ask your jobber for **"Belleville"** hardware and you will be sure of the highest quality.

The Belleville Hardware Co., Limited

BELLEVILLE, - ONTARIO

Picking the Winner!

Picking "winners" isn't altogether confined to the race track sports. In the race for the hardware business of your community it's up to you to select those articles which bring you the staying customer. They are the winners!

The

Shirreff Carpet Sweeper

IS A SURE WINNER

Besides having every up-to-date improvement found on other sweepers, the Shirreff is the only sweeper which discharges dirt towards the centre. To empty a Shirreff your customer doesn't need a big clumsy sheet of paper—ordinary dustpan will do fine. Frictionless metal bearings prolong the Shirreff's life, Shirreff axles are enclosed in dirt-proof tubes. Shirreff sweepers are lighter and stronger than most others because all metal parts are made of steel—nickeled or enameled—instead of cast iron.

Three grades

LEADER—PREMIER—PARLOR PRINCE

PRICE LIST ON REQUEST

Shirreff Mfg. Co., Limited

Brockville, - - - Ontario

Orders solicited through the jobbing trade.

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville.

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal

Montreal Toronto Winnipeg

SWASTIKA

LONG LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

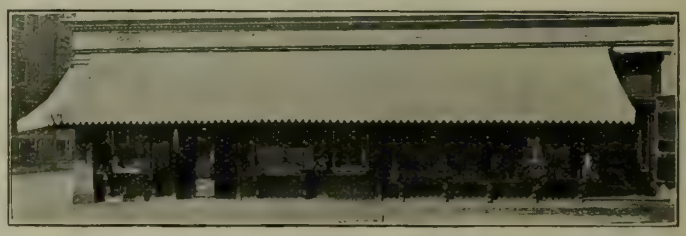
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



A Photograph of a Bartlett

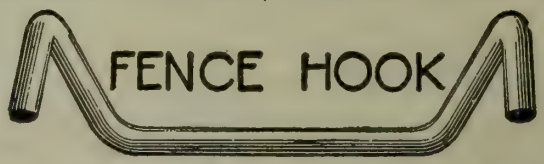
AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

GALVANIZED FENCE HOOK

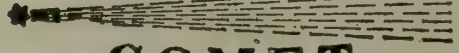
For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

GILBERTSON'S



COMET

TWO NAMES :

Gilbertson and Comet

are outstanding in the trade when GALVANIZED SHEETS ARE IN MIND. All the elements of merit are intensified in these sheets such as DEAD Flatness, TRUEness to gauges and softness and flexibility for working. Write me for particulars.

ALEX. GIBB, 13 St. John St., Montreal,
Sole Canadian Agent for W. GILBERTSON & CO., Ltd., PONTARDAWE, Wales

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

A Remarkable Year

We have been in business for over a year. Our record has been one of continual growth. From 140 new claims in May 1907 we have reached to 425 in the month of April last.

Have collected $10,959.99 for our clients during the past twelve months.

We can help you as we have helped those who have supported us during our first year in business.

THE BEARDWOOD AGENCY

313 New York Life Building

MONTREAL

Letters

J.E.R&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CANADIAN ORNAMENTAL IRON CO.

SPECIALTY - - - IRON FENCES.

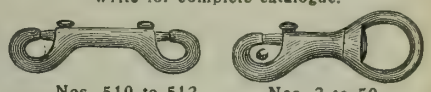
35 YONGE ST. ARCADE.

TORONTO.

COVERT MFG. CO., - TROY, N.Y.

MANUFACTURERS OF HARNESS HARDWARE

Write for complete catalogue.



Nos. 510 to 512 Nos. 3 to 50

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

$ $ $ $ $ $ $ $ $ $

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had. $2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
Amatite 70
American Shearer Co 11
Atkins, E. C., & Co 74
Atlas Mfg. Co 11
Auto-Strap Safety Razor Co 26
Aylmer Pump & Scale Co 73

B

Baglan Bay Tin Plate Co 77
Banwell Hoxie Wire Fence Co 15
Barrett, W. L. 10
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 76
Barton Netting Co 10
Beardwood Agency 77
Belleville Hardware Co 75
Bogart, Frank 17
Boker, H. & Co. ..outside front cover, 69
Bowser, S. F., & Co, Limited 59
Bowes-Jamieson Co 24
Brandram-Henderson, Limited 58
Brantford Screw Co 80
Brantford Roofing Co. 70
Buffalo Mfg. Co 68

C

Cameron & Campbell 67
Canada Cycle & Motor Co 21, 24
Canada Foundry Co 12
Canada Horse Nail Co 14
Canada Paint Co 60
Canada Wire Goods Mfg. Co 12
Canadian Bronze Powder Works 61
Canadian Cutlery Co 20
Canadian Fairbanks Co 8
Canadian Hart Wheels Co 17
Canadian Heating & Ventilating Co 29
Canadian Ornamental Iron Co 77
Caverhill, Learmont & Co 7
Canadian Logging Tool Co 69
Carter-Crume Co 10
Cavers Bros 17
Chicago Spring Butt Co 1
Clare Bros 29
Clauss Shear Co 63
Collins Mfg. Co 11
Consumers' Cordage Co 21
Contract Record 77
Covert Mfg. Co 77
Crescent Wire & Iron Works 11

D

Davey & Co 11
Davidson, Thos., Mfg. Co 9
Dieckmann, Ferdinand 51
Directory of Manufacturers 11
Disston, Henry, & Son 72
Dominion Cartridge Co 32
Dominion Wire Mfg. Co 19
Dominion Hammock Co 16
Dorken Bros ..... outside front cover
Dowswell Mfg. Co 1
Drummond-McCall 7

E

Enterprise Mfg. Co., of Akron, Ohio 15
Erie Specialty Co ..... inside back cover

F

Fabien, C. P 68
Ford Auger Bit Co 12
Forsyth Mfg. Co 16
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co 70
Gibb, Alexander 77
Gillette Safety Razor Co 22
Gilbertson, W., & Co 76
Greening, B., Wire Co 25
Gutta Percha & Rubber Mfg. Co ..... outside back cover
Gurney Foundry Co 27

H

Hamilton Bridge Co 20
Hanover Portland Cement Co 11
Harrington & Richardson 66
Harris, J. W., Co 67
Heinisch, R., Sons Co 61
Hobbs Mfg. Co 30
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 13
Hyde, F. & Co 76

I

Imperial Varnish and Color Co 57
Independent Cordage Co 25
International Varnish Co 56

J

James & Reid 11
Jardine, A. B., & Co 77
Jenkins & Hardy 77
Johnson's, Iver, Arms and Cycle Works 55

K

Kemp Mfg. Co 32
Kerr Engine Co ..... inside back cover

L

Leslie, A. C., & Co 55
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 74
London Foundry Co 74
London Rolling Mill Co 17
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

Mc

McArthur, Alex., & Co 62
McCaskill, Dougall & Co 57
McClary Mfg Co 23
McDougall, R., Co 67
McGlashan-Clarke Co., Ltd 20
McKinnon Dash & Metal Works 24

M

Mace, A. H 12
Manufacturers List Co 11
Maple City Mfg. Co 14
Maxwell, David & Sons 74
Martin-Senour Co 59
Metallic Roofing Co 53
Metal Shingle and Siding Co 70
Montreal Rolling Mills Co 55
Moore, Benjamin, & Co 56
Morrison, James, Brass Mfg. Co 31
Munderloh & Co 65

N

National Hardware Co 68
Nelson, H. W., & Co 23
Neverslip Anchor Wedge Co 72
Newman, W., & Sons 11
Nicholson File Co 79
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 77
Novelty Mfg. Co 16

O

Oakey, John, & Sons 77
Ontario Lantern & Lamp Co 30
Ontario Tack Co 55
Ontario Wind Engine and Pump Co 11
Orford Copper Co 77
Oshawa Steam & Gas Fittings Co 12
Otterville Mfg. Co 12
Owen Sound Wire Fence Co 14

P

Palmer, J. E., Co 19
Parker Wire Goods Co 11
Parmenter & Bullock Co 11
Paterson Mfg. Co 64, 70
Penberthy Injector Co 23
Pearson, Geo D. & Co 11
Pease Foundry Co 51
Pelton, Godfrey S 61
Peterborough Lock Co 21
Pink, Thos 2
Plymouth Cordage Co 25
Pringle, R. E. T 15

Q

Quibell Bros 66

R

Ramsay, A., & Son Co 61
Rapid Tool Co 14
Richardson, J. E 77
Robertson, James Co 76
Ross Rifle Co 80

S

Salyerds, E. B 69
Samuel, M. & L., Benjamin, & Co 2
Seymour, Henry T., Shear Co 76
Sharratt & Newth 54
Sherwin-Williams Co 53
Shirreff Mfg. Co 75
Simonds Mfg. Co 73
Simonds Canada Saw Co 75
Smart, Jas, Mfg. Co 73
Stairs, Son & Morrow 79
Standard Paint and Varnish Works 61
Starr Mfg. Co 73
Steel Trough & Machine Co 11
Still, J. H., Mfg 68

T

Taylor-Forbes Co. .. outside front cover 17
Thompson, B. & S. H., Co ..... outside back cover
Time Saving Coupler Co 67
Toronto Plate Glass Importing Co 10

U

United Roofing and Mfg. Co 15
United States Coin Lock Co 17
United States Steel Products Co 31

W

Walter, E. F 9
Want Ads 45
Western Wire & Nail Co 76
White Mop Wringer Co ..inside back cover
Whitman & Barnes 18
Wilkinson, Heywood & Clark 59
Woodstock Wagon & Mfg. Co 10
Wood-Vallance & Co 3
Wright, E. T., & Co 17

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd., Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Acme Can Works, Montreal.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co, Toronto.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton. Montreal.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co, Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros Tool Co., Chicago

Hammocks
Nelson, H. W., & Co, Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd ,Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co.,Fultonville,N.Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London. Ont.
Canadian Ornamental Iron Co., Toronto

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd ,Montreal
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston. Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co.,Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co.. Toronto.
Gillette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers.
McClary's London, Ont.
Pease Foundry Co.. Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co , Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co.,Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd.,Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co. Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co , Montreal.
Stairs, Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

BRANTFORD SCREW CO., LIMITED

BRANTFORD - ONTARIO

Manufacturers of Wood Screws, Machine Screws, Carriage, Tire, Machine, Plow, Elevator, Sink, Step and all special forms of Bolts. Also Bolt Ends, Bright and Annealed Wire, Stove Scrapers, etc., etc.

LET US QUOTE YOU

DELORME BROS.
Montreal

BAINES & PECKOVER
Toronto

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.

Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1858 Inc. 1896.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

IN STORE AND ARRIVING BY FIRST STEAMERS:

"F. B. & W." Dry White Lead
" Genuine Red Lead
" Orange Mineral
" Ground Litharge
" Flake Litharge
Reduced Red Lead
"V.M." Zinc Oxides
Nitrate of Lead

We can quote you lowest prices, and shall be pleased to have your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, MAY 16, 1908 NO. 20.

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

"FLEUR DE LIS"

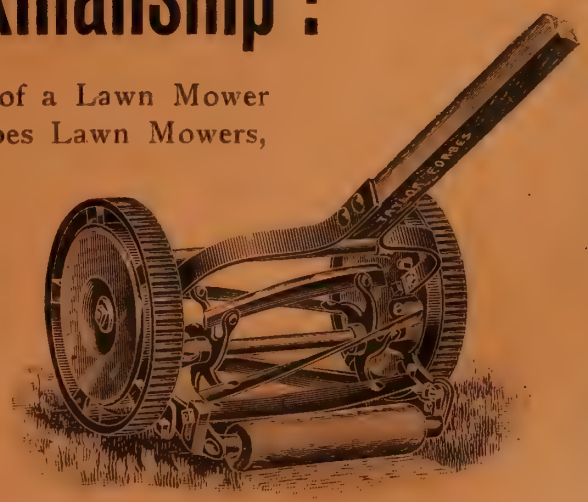
is equal to any Iron, except "Queen's Head." Same guarantee.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

What about the Workmanship?

That's one of the questions a shrewd buyer of a Lawn Mower will ask you. If you are selling Taylor-Forbes Lawn Mowers, you can safely assure him that the workmanship is practically perfect. Our skilled mechanics have been making Lawn Mowers a very long time. They know how to adjust the parts so that every mower is easy running, clean cutting and durable. We have Lawn Mowers at a variety of prices to suit all your customers.



SEND FOR OUR CATALOGUE TO-DAY.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, - GUELPH, ONT.

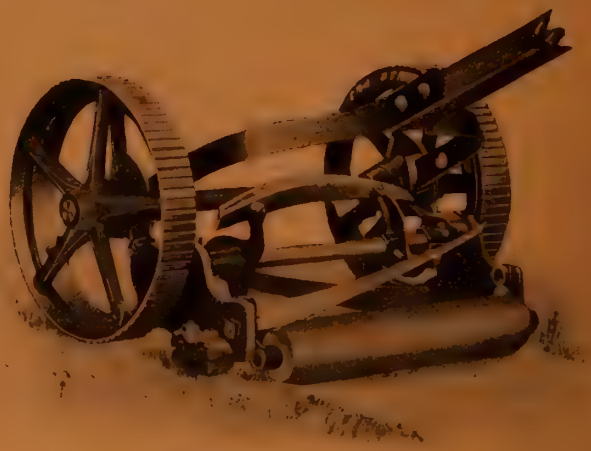
MONTREAL BRANCH, 122 Craig St. West. ST. JOHN, N.B., H. G. Rogers, Agent.

VICTORIA B.C., J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

LAWN REQUIREMENTS

LAWN BENCHES.



MOWERS.

LAWN VASES.

LAWN SPRAYS.

COMFORT LAWN CHAIRS.

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

Something You Ought to Be Selling

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.
Hamilton, Ont.

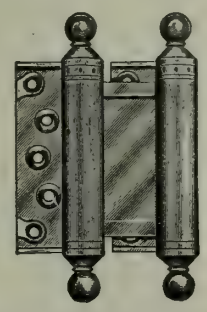
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

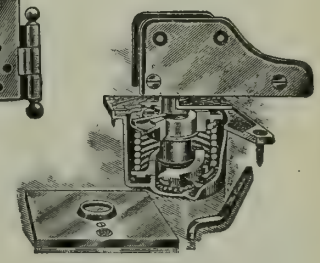
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

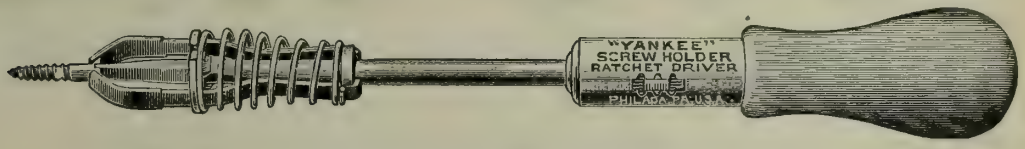
CHICAGO NEW YORK

CATALOGUES ON REQUEST

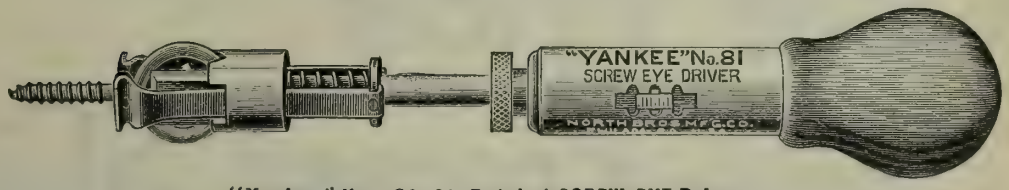
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

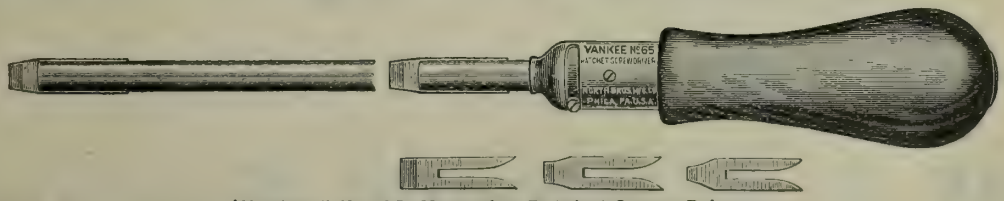
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchat Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

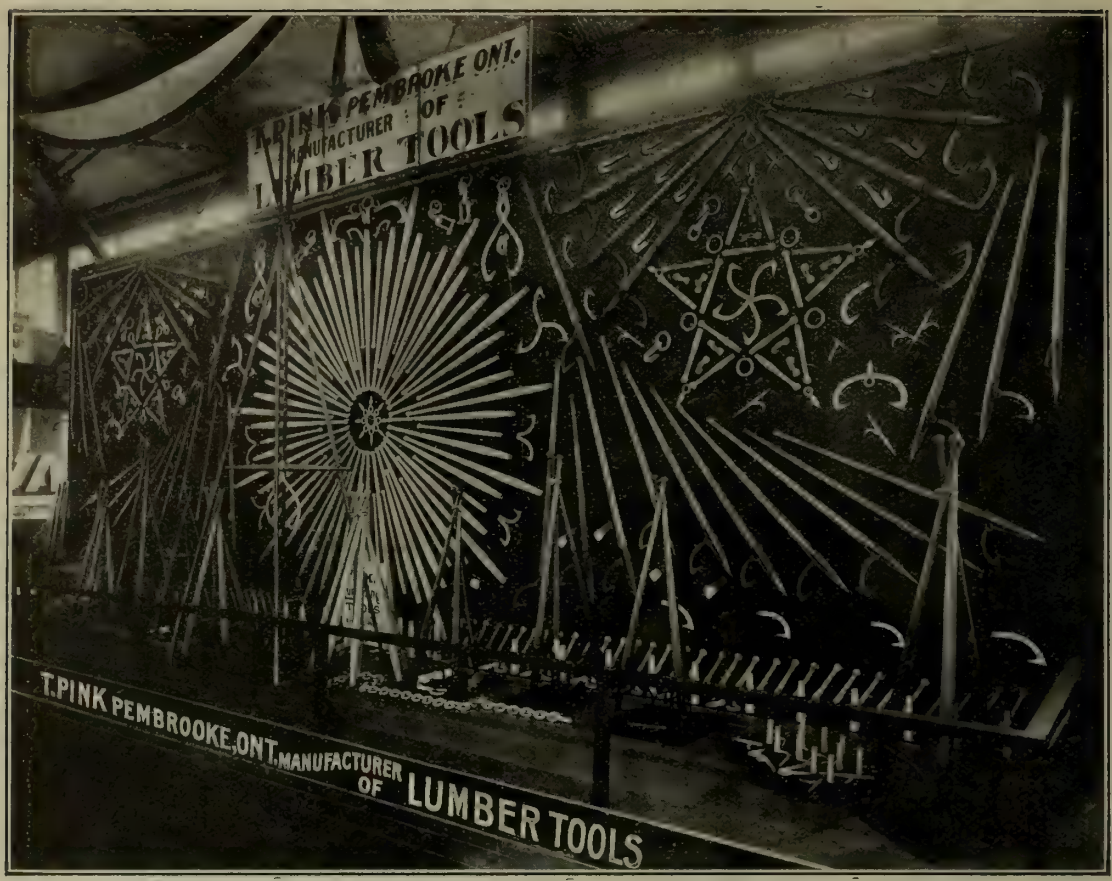


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

PIG IRON

Close Prices
Prompt Shipments

M. & L. Samuel, Benjamin & Co.

Toronto, Ontario **London, England**

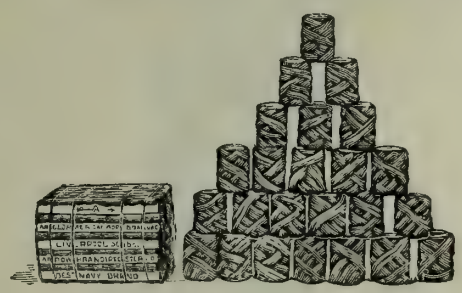
OAKUM

We have just received one of the largest shipments of

PLUMBERS' OAKUM

ever entered in Canada. We can name you a better price than you can get elsewhere.

If you are in need of any, inquire and state the largest quantity you could handle. We know that we will make the price satisfactory.



We also stock other grades of **OAKUM** besides **PLUMBERS'**, such as

NAVY, U.S. NAVY, BEST ENGLISH NEW HEMP

The quality of the **OAKUM** that we supply is fully up to Standard.

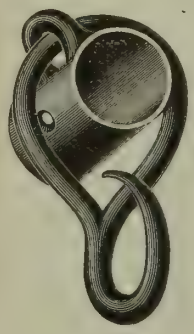
Lewis Bros., Limited

Importers and Distributors

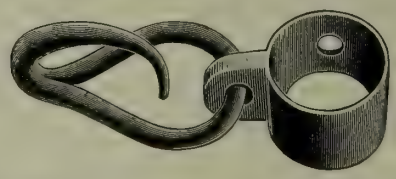
Montreal

Ottawa **Toronto** **Calgary** **Vancouver**

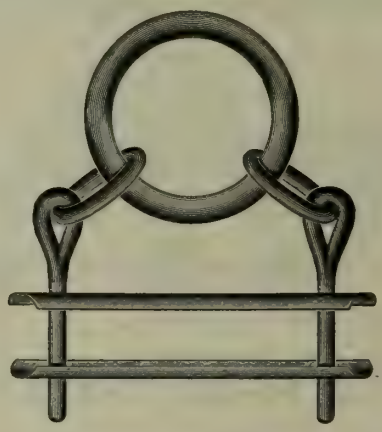
Wagon Hardware



Ironed Wagon Neckyokes and Whiffletrees
Tubular Steel Neckyokes and Whiffletrees



Whiffletree Ferrules and Hooks
Neckyoke End Irons



Malleable Clevises
Neckyoke Irons

If You Do Not See What You Want Consult Our General Catalogue.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

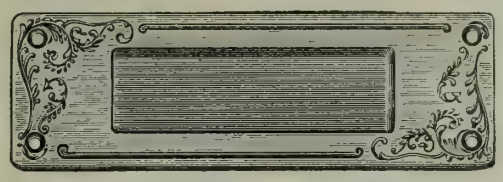
Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

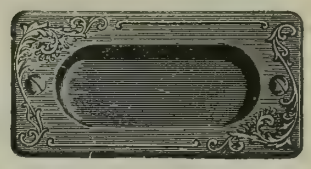
Wholesale Only

"Lyons" Design

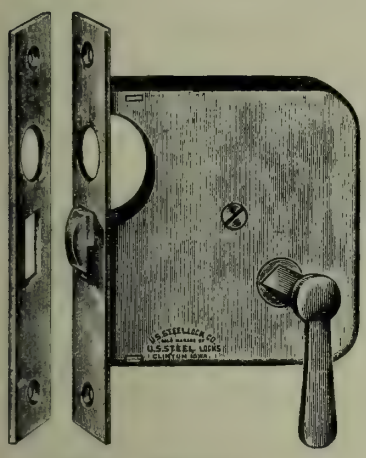
"Lyons"—Push Button



"Lyons"—Letter Box Plate

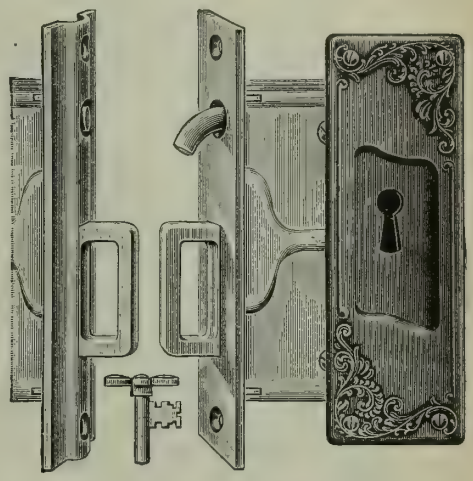


"Lyons"—Sash Lift

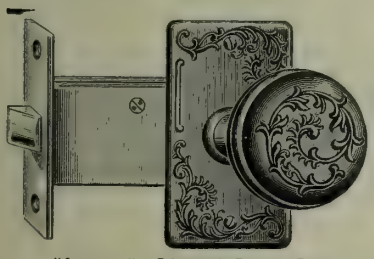


"Lyons"—Sliding Door Latch
Plain and astragal fronts.

"Lyon "—Push Plate
With and without Handle

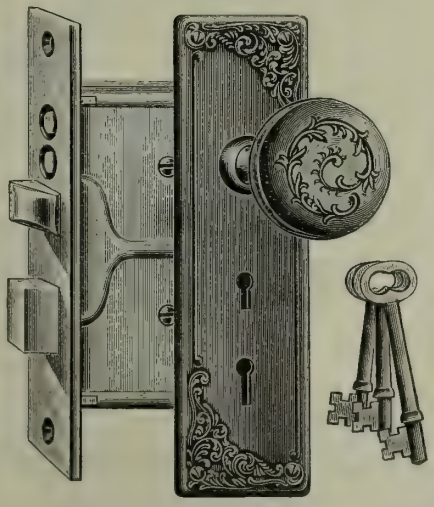


"Lyons" Sliding Door Lock
Plain and astragal fronts.

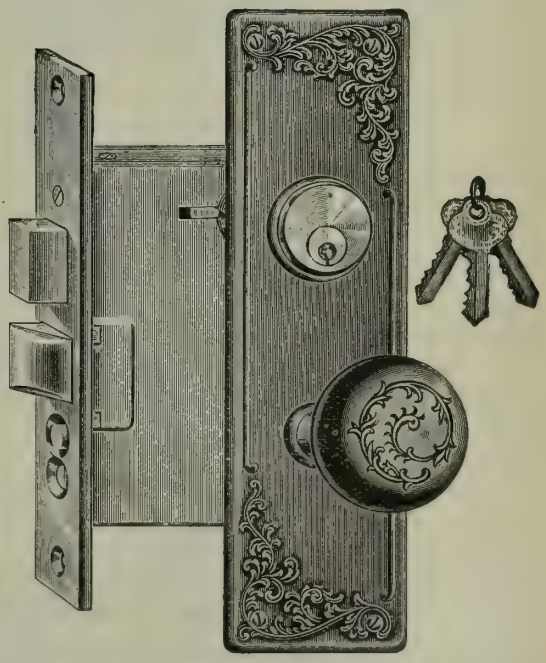


"Lyons"—Closet Door Set

"Lyons"—Mortise Lock Set



"Lyons"—Mortise Lock Set
With Night Works



"Lyons"—Cylinder Front Door Set

For other designs of Locks see our Hardware Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

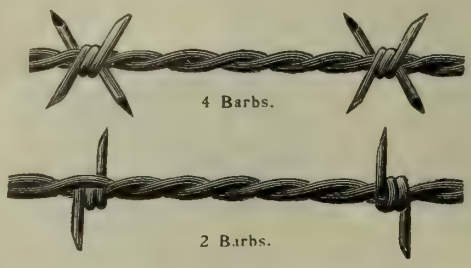
We Ship Promptly

GRAHAM NAILS ARE THE BEST

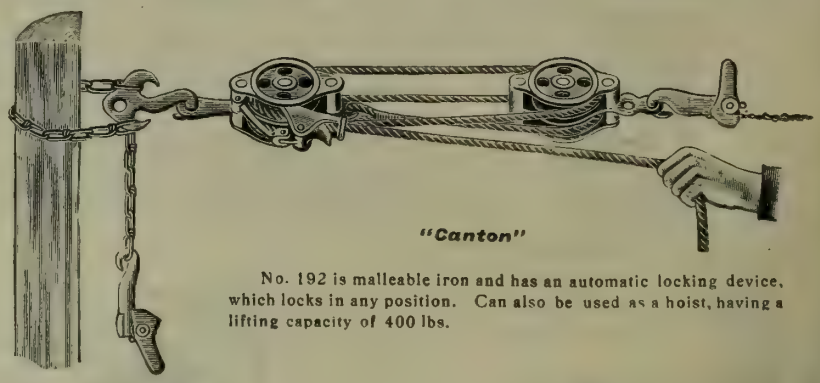
Our Prices are Right

FENCE TALK

Now is the time to have your fence repaired before the busy season is on.

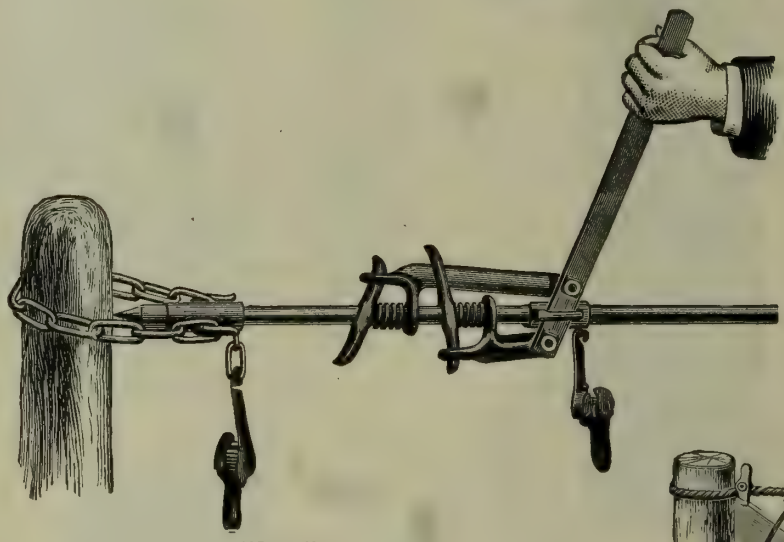


Barbed Wire



"Canton"

No. 192 is malleable iron and has an automatic locking device, which locks in any position. Can also be used as a hoist, having a lifting capacity of 400 lbs.



"Star"

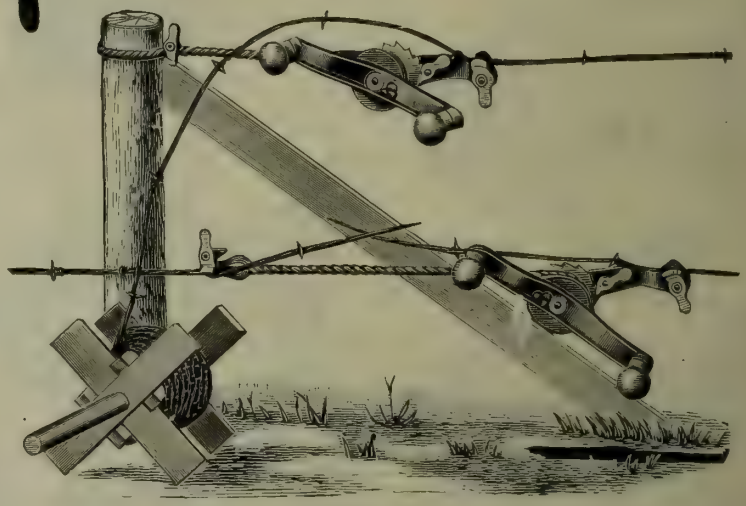
No. 193 has a round bar, with a lever, which can be used on either side of the fence.

"Hercules"

No. 190, japanned, with wrought ring and cast grip.

Fence Staples

Bright or galvanized, sizes 1¼ in. to 2 in.



"Samson"

No. 195, japanned iron, ⅜ in. manilla rope.

For prices, write us direct, or ask our travellers to quote.

FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

The Dana Mop Wringer

wrings a mop without wetting the hands, without requiring any stooping over.

It wrings the mop so easily that anyone can operate it.

It wrings it thoroughly and evenly every time.

It allows the mopper to stand in a natural position, feet resting firmly on the floor.

The "Dana" has well seasoned hardwood rollers. They always wring.

It has an extra strong bucket. It won't leak and will last for years.

It has no platform to add weight and make it clumsy to work with. It is compact and convenient.

Don't you think a back saving article of this kind will appeal to your women customers? Try them and see. We know they will. Made in two sizes, "standard" and "janitor."

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, **MONTREAL**. Warehouse at **WINNIPEG, MANITOBA**

Showrooms, **TORONTO**, 77 York St. **OTTAWA** 111 Sparks Street, **QUEBEC**. **FRASERVILLE**.

PRATT & WHITNEY SMALL TOOLS

AND

ACCURACY

are spelled differently but have the same meaning.

SPECIAL PROCESS TAPS

Have one third longer life than the ordinary.

ECCENTRIC RELIEF REAMERS

The strongest and most accurate made.

SOLID AND ADJUSTABLE DIES

Dependable and convenient.

MILLING AND OTHER CUTTERS

Fine steel, superior workmanship and finish.

TAPER PINS, GAUGES, LATHE AND OTHER TOOLS

GOOD TOOLS INSURE GOOD WORK

TRY

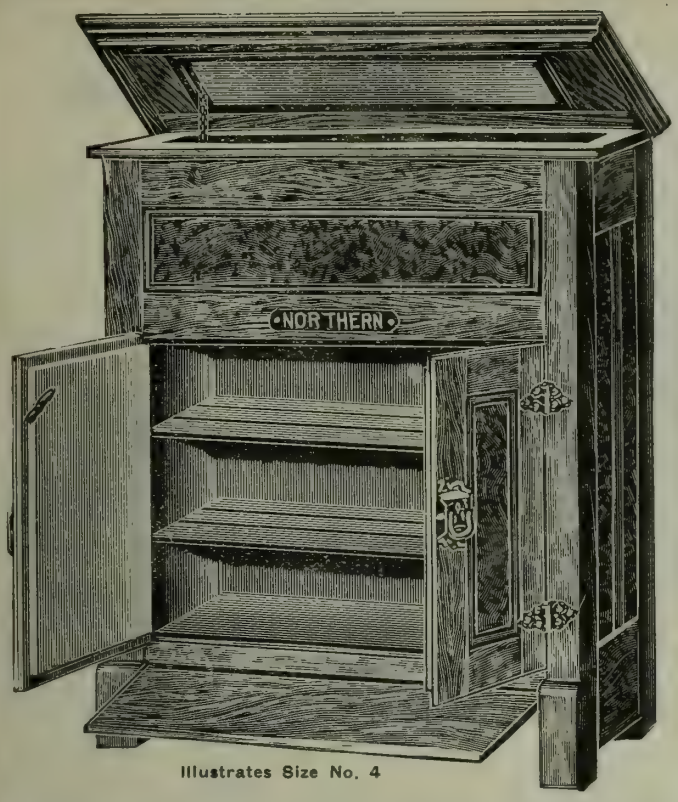
PRATT AND WHITNEY

MADE IN DUNDAS, ONT.

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER



Illustrates Size No. 4

REFRIGERATORS

Prepare for the demand by placing your order now.

OURS

The "NORTHERN"

Refrigerates on the Dry, Cold Air Principle.

No interior sweating. They are made from well-seasoned hardwood with antique flow finish. Zinc-lined throughout. New style swing base. Extra large ice box. Patent drip valve. Air space and insulated with paper and wood.

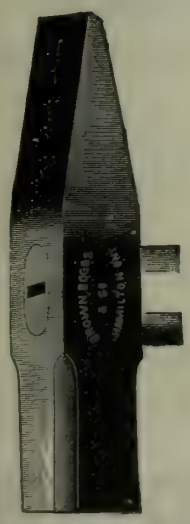
Also fitted with improved galvanized iron shelves, raised panels, fancy brass locks and hinges. In fact, they are splendid value.

Made in three sizes.—No. 1 and 2 with single doors, No. 4 with double doors.

We can ship promptly. Write for dimensions and prices.

The THOS. DAVIDSON M'F'G CO., Limited, Montreal and Winnipeg

HAMMERS HAMMERS HAMMERS

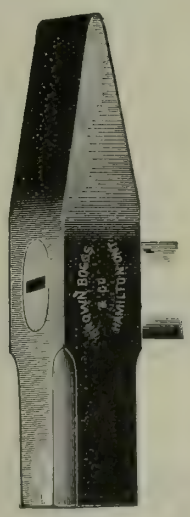


Sett'ng Hammer (Ordinary)

Rivetting Hammers

Setting Hammers

Eavetrough Hammers



Rivetting Hammer

Raising Hammers

Planishing Hammers

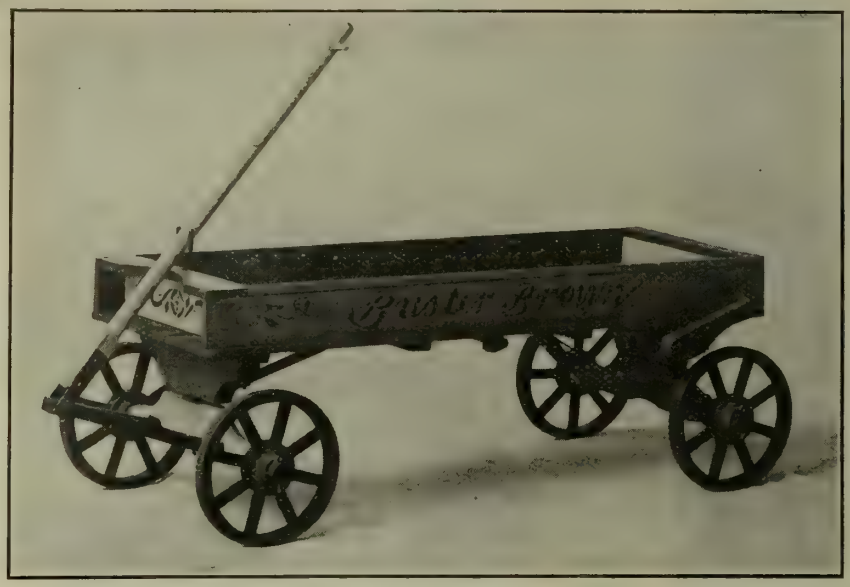
Flanging Hammers

Setting Hammer (Style B)

We make the above styles in all sizes. They are made of the best cast steel. None better. Write for prices.

The Brown, Boggs Co., Limited - - Hamilton, Ont.

Manufacturers of Tinsmiths' Tools, Presses and Dies, Canning Machinery



Made in Canada.

AGENTS WANTED IMMEDIATELY

For the new

"BUSTER BROWN"

line of first-class

Canadian made Children's Express Wagons

also suitable for light carting and other purposes.

NOTE THE FOLLOWING FEATURES:

1. Strongly made from selected stock.
2. Tight Springboard Bottom 14¼ in. x 36 in.
3. Removable skeleton Express Box.
4. 1⅛ in. x 2¾ in. first-class Hard Maple Axles.
5. Extra heavy 8 inch wheels with special pattern Iron Hubs; ⅝ in. Spokes; ½ in. x ¾ in. Rims bent in one piece; ⅞ in. x ¾ in. tires. Tires set on Hydraulic Tire Setter.
6. Oil Chambers in Hubs help to retain oil or grease and keep wheels cleaner. Require less attention.
7. Heavy Perfect Steering Mechanism. Note special pole connection: no wear on the wood.
8. Iron Braces on front and rear axles.
9. Equipped with Brake.
10. Attractively finished. Box and gearing in the natural wood with red and green trimming; wheels red.

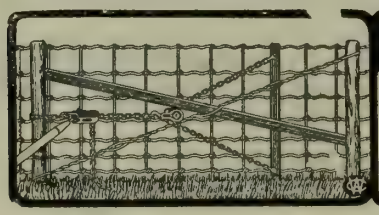
This is really a first-class article, made of identically the same classes of materials as our regular line of Farm and Freight Wagon, etc., where strength and endurance are the prime factors, and finds ready sale throughout the Dominion. The durable article is becoming more popular every day and extensive sales have been made in many places with a good margin of profit.

Packed 1-3 dozen in crate, K.D. Weight, 25 lbs., each. Prices and terms on application to

The Woodstock Wagon and Manufacturing Co. Ltd.,

WOODSTOCK, ONT.

Watch for special announcements in succeeding issues.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

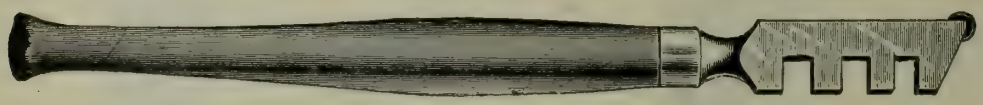
THE BANWELL HOXIE WIRE FENCE CO., Ltd.

Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK WILL TURN ANY KIND OF STOCK

OUR "WANT ADS." get clerks for employers and find employers for clerks.

USED ALL OVER THE WORLD Cut shows No. 2. WE HAVE MANY STYLES.



BARRETT'S STANDARD GLASS CUTTERS

Sold by All Progressive Hardware Merchants. Send for prices W. L. BARRETT, Mfr., Bristol, Conn., U.S.A.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

—THE—
CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
THE MANUFACTURERS LIST CO.
Publishers,
P.O. Box 334 Toronto.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

CHECK BOOKS

FIRE ESCAPES.

James & Reid Improved Folding Fire Escape and Roof Ladder.
Reasonable in price and of simple construction. Made of 3 8 round, high-grade stee . Sections and hooks 12 inches long.
Wri e for further parti ulars.
JAMES & REID, Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

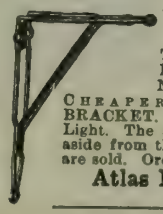
PULLEY BLOCKS AND CARGO GINS.

IMPROVED CARGO GINS,
LEAD AND HEEL BLOCKS,
with Self-Oiler Sheaves, Steel Centres
DAVEY & CO.
88 West India Dock Road, London, Eng.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin.
Manufactured by
THE COLLINS MFG. CO., - TORONT

TANKS.

Steel Tanks
All Kinds
Stock Tanks
Steel Cheese Vats, Thresher's Tanks, Water Troughs, Feed Cookers,

Grain Boxes, Coal Chutes, Smokestacks.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.

VENTILATOR

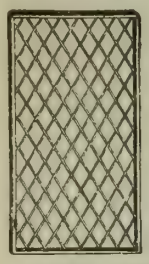
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

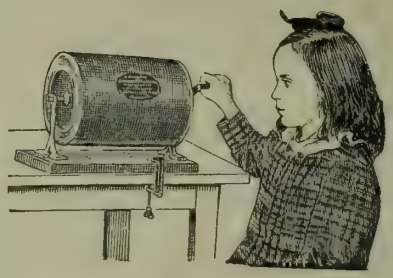
FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS



Twice as quick as any other machine with half the ice.

NO DIRT
NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,
746 Notre Dame St. West, - MONTREAL

"Diamond" Brand Fittings

are the fittings that all the best plumbers and steamfitters like best to work with. Perfect in material, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

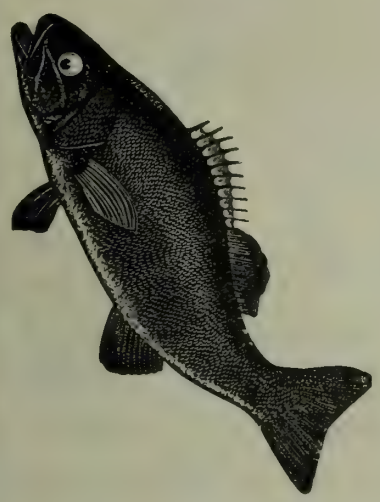
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

The Finest Family Polish on the Market

Black Jack

At Your Jobbers'

Pflueger's Fishing Tackle



Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

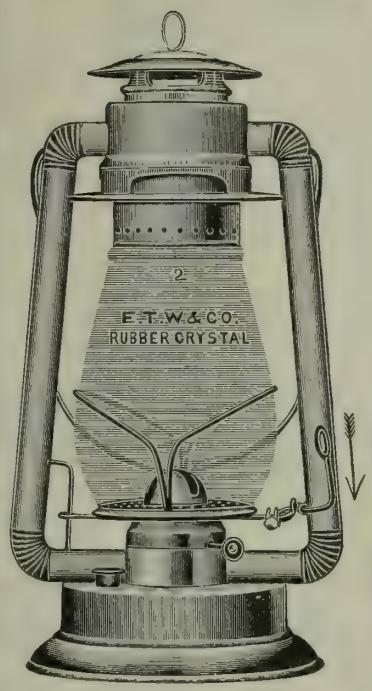
Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

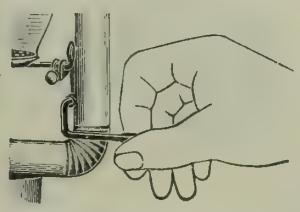
Wright's 1908 New Lift Lantern



This is our NEW IMPROVED PATENT LIFT. The most effective lift yet invented.

It is neat, strong and durable, and cannot get out of order.

This Lantern is made of the very best material obtainable and has proved to be SUPERIOR to every other lantern on the market.



When ordering lanterns, be sure and order the best, and you can only obtain the BEST by sending your order to

E. T. WRIGHT & CO., Hamilton, Ont.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department

10 FRONT STREET EAST, - TORONTO

Sales Plans

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

GETTING HOLIDAY BUSINESS,
SPECIAL SALES,
EXPOSITIONS,
SOUVENIRS,
PACKAGE SALES,
MONEY MAKING IDEAS,
CONTESTS,
SENSATIONAL ADVERTISING.

Do you want to know 333 WAYS OF GETTING TRADE? We will send you "Sales Plans" postpaid on receipt of $2.50.

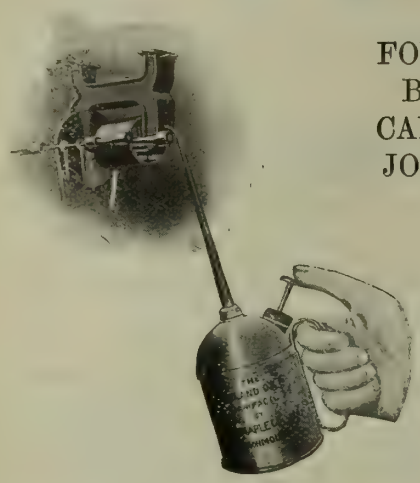
282 PAGES. BOUND IN CLOTH.

The MacLean Publishing Company, Limited

Technical Book Department, 10 FRONT ST. E., TORONTO

The Howland Pump Oiler

FOR SALE BY ALL CANADIAN JOBBERS.



A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

UNEQUALLED for DURABILITY

The "hinge-stay" prevents the

"DILLON"

Hinge Stay Field Fence

from succumbing to hard usage. The hinge-stay gives under pressure, then, when the pressure is removed, the fence springs back to position.

CATALOGUE ON REQUEST

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberomble Hardware Co., Vancouver

A PERFECT BORE!

Every carpenter knows how annoying it is when his auger bit is turned aside by the grain. But if you sell him a

"RAPID" AUGER BIT

which has the patent

GUIDE POINT

he can bore clean, straight holes every time through any wood.

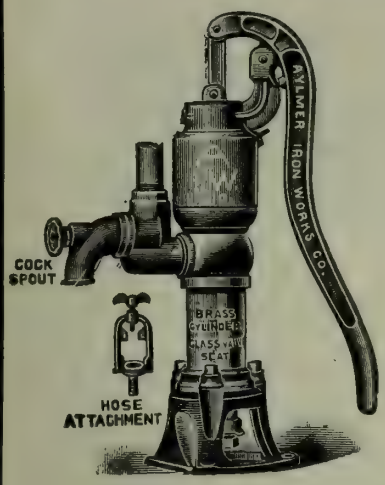
Write for Catalogue.

The Rapid Tool Co., Limited

PETERBOROUGH, ONT.

Aylmer Pump & Scale Company, Ltd.

A New Name for an Old Established Firm



We are right on the ground floor, ready to supply all the pump and scale wants of our old customers, and also to solicit the trade of any dealers who have not dealt with us in the past, guaranteeing satisfaction both as to quality and price.

Write for Catalogue of Pumps and Scales.
We carry a full line.

AYLMER PUMP & SCALE COMPANY, Ltd.
Successors to
AYLMER IRON WORKS COMPANY, Ltd.
Aylmer, Ontario

Brockville Refrigerators

THE SUPERIOR LINE

Highest Finish. All Known Improvements

Galvanized Iron or Enamel-lined

Thirteen Varieties—Send for Booklet

The James Smart Mfg. Co.
LIMITED

BROCKVILLE, ONT. WINNIPEG, MAN.

World's Best Cutlery

Bears the BERG Brand

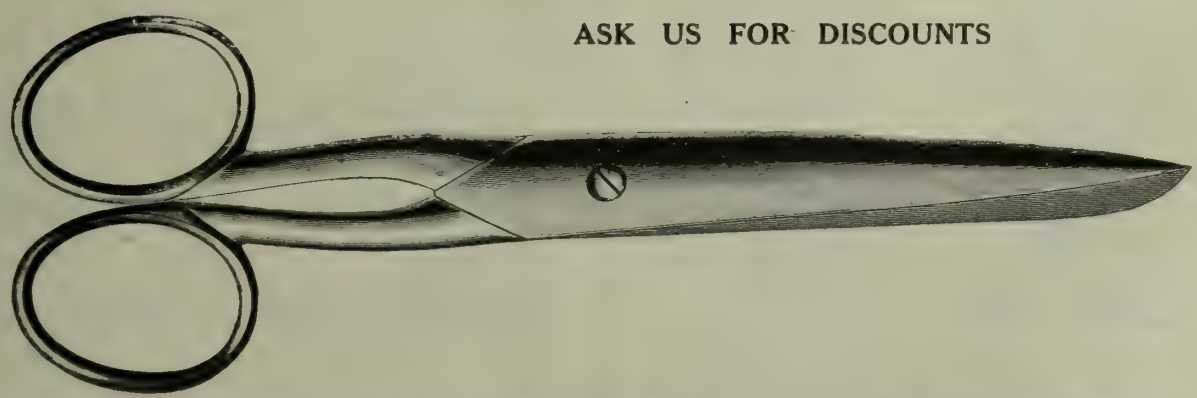
Best for all uses.

Unsurpassed on This Market.

Backed by a Guarantee

They cut true and fine and wear longer than any other brand.

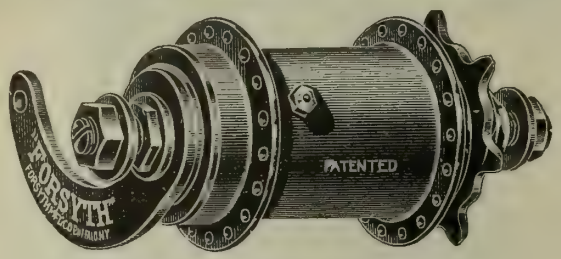
ASK US FOR DISCOUNTS



F. W. LAMPLOUGH & CO.,

9 Debresoles Street
Montreal

The Bike is Back



There's no getting over it, our old friend the bicycle is once more in high favor, which indicates that you can make a heap of money this summer by selling the

Forsyth Coaster Brake

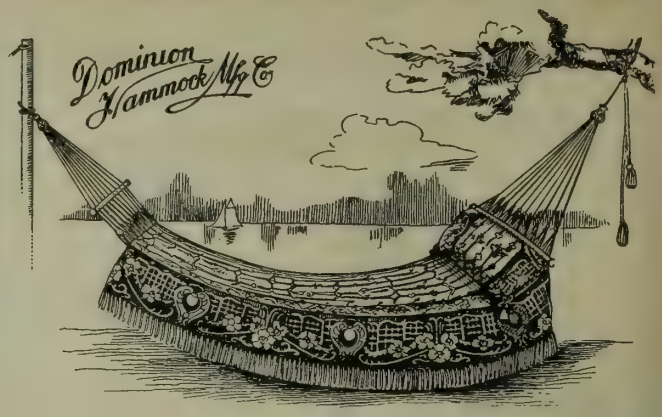
"IT ALWAYS WORKS"

It is the only really perfect Coaster, as you will agree by comparing it with others.

If you are a dealer, we want to send you some Price and Profit Facts.

Forsyth Manufacturing Co.

BUFFALO, N.Y.



Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

- *Water Filters*
- *Water Coolers*
- *Chafing Dishes*
- *Table Kettles and Stands*
- *Coffee Extractors*
- *Wine Coolers*
- *Nursery Chests*
- *Baking Dishes*
- *Crumb Trays and Scrapers*
- *Tea and Bar Urns,*
- *Bathroom Fixtures*
- *Coal Vases and Hods*
- *Candlesticks*
- *Cuspidors*
- *Match Safes, Etc.*

All High-Grade and Exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge Street,

Write for Catalogue ***Toronto, Ont.***

WIRE ROPE

All kinds and sizes and for all purposes

Standard & Lang's Patent Lay

PRICES RIGHT. PROMPT SHIPMENTS.

Rope Fittings. Rope Grease.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, Ont. MONTREAL, Que.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

MANUFACTURERS ATTENTION

Canadian patent on the best portable hand metal punch on market. Highly recommended by users everywhere. Excellent profit.

FRANK VANDER BOGART, Rockford, Ill.

Manufacturers' Notice

We are prepared to manufacture vending machines under patent No. 99,296 May 29, 1906.

Canadian Agency

United States Coin Lock Co.

220 West 47th Street
NEW YORK, U. S. A.

Auto Spray

Compressed-Air
Automatic

Best hand sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

Why lose profit by paying duty?

There is no need for you to pay duty on imported

EMERY AND CORUNDUM

Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones, etc.

Buy them from us. The quality and finish of our goods are not surpassed by any foreign manufacturer of similar lines. Our prices are as close—even closer. We guarantee prompt delivery of every order.

Send for our Handsome Catalogue

Canadian Hart Wheels, Limited

Hamilton, Canada

The active agricultural season means more demand on the blacksmith for Implement repairs. And this means more demand on YOU by the blacksmith for BAR IRON and other things. Why not try LONDON BAR IRON this time? It is of the highest quality, absolutely free from flaws—every inch of every bar being chemically perfect and properly rolled.

ASK US FOR QUOTATIONS!

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

ANNOUNCEMENT

TRADE
W B
MARK

We beg to advise that our recent fire will not prevent us from giving prompt and careful attention to all orders sent us and we trust we may hear from all our customers and friends with their orders and inquiries as usual.

TRADE
W&B
MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office,
ST. CATHARINES, ONT.

HAMMOCK INSURANCE

FOR HAMMOCK CHAINS

Hammock Chains are infinitely stronger than rope. Tested to bear the weight of five heavy men. Most easily adjusted. Will not slip. Made in three sizes: 3 ft., 6 ft. and 9 ft. respectively. Attractively packed, one set to a box. A convenient shelf package. Will appeal to every householder. Be sure you have these chains in stock before the season opens.

Display hangers furnished free.

ASK YOUR JOBBER

Hammock Chains

make the USE OF ROPE on hammocks

Criminal Negligence

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

Manufacturers of

Iron and Steel Wire,
Barb Wire,
Galvanized Wire,
Coiled Spring Fencing,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Cotters,
Tin Wire Barrel Hoops,
Strand Wire.

Rush along your specifications for

WIRE NAILS, WOOD SCREWS

Don't wait until you need the goods, but look ahead a few days and give us a fair show, and we will do our best to please you.

Chicago Emergency Goggle

No. 26

Sold by all first-class jobbers in

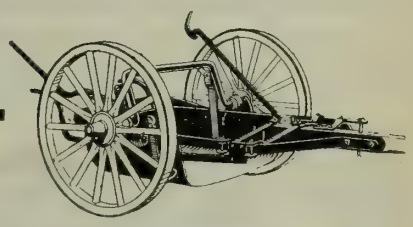
HARDWARE, JEWELRY AND OPTICAL GOODS

Manufactured by

Chicago Eye Shield Co.

143-145 South Clinton Street
CHICAGO, ILL.

Canadian Agents: MILLER, MORSE HARDWARE CO., Winnipeg, Man.



The Meaford Wheelbarrow Co., Limited

MEAFORD, - ONT.

Manufacturers of Pressed Steel Drag Scrapers, Square Box and Pressed Bowl Wheel Scrapers. Wheelbarrows all styles in Wood and Steel for Gardens, Railroad, Brickmakers, Stone Quarry and Foundries, Warehouse Trucks, Store Trucks, Platform and Factory Trucks, Baggage Trucks and Express Wagons.

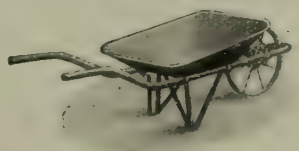
Write for new catalogue and prices.

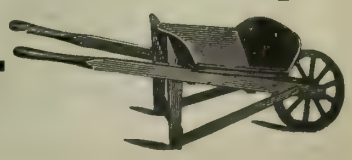
SELLING AGENTS:

For Quebec and Maritime Provinces:
Alexander Gibb, 13 St. John Street, Montreal

For Manitoba, Saskatchewan and Alberta
Bisset & Loucks, 151 Notre Dame Street, Winnipeg

For British Columbia:
John Burns, 313 Water Street, Vancouver





Lighting Fixtures Bring Good Profits

But you must have an assortment to suit the varied tastes of your customers. Our line is most complete and up-to-date. Every fixture artistic, attractive, practical, saleable.

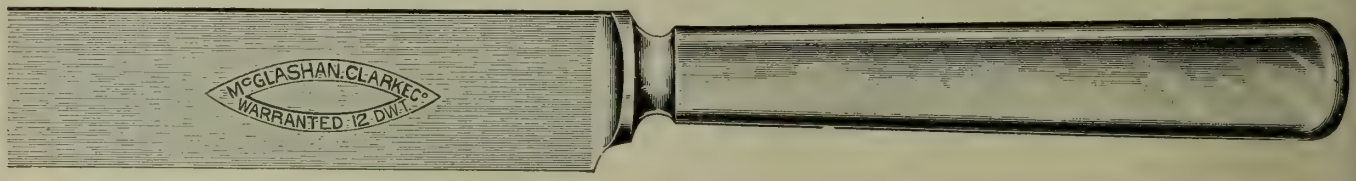
Write for our list. Our prices are the closest, the quality of our goods the highest.

The Barton Netting Company, Limited
38 Ouelette Avenue, Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

THE APPEARANCE WHICH LASTS

The hardwareman who sells our Plated Goods, Cutlery, Nickel-Silver Flatware, etc., may truthfully assure his customers that the good appearance is a **lasting** one. Our goods are **finished right.**

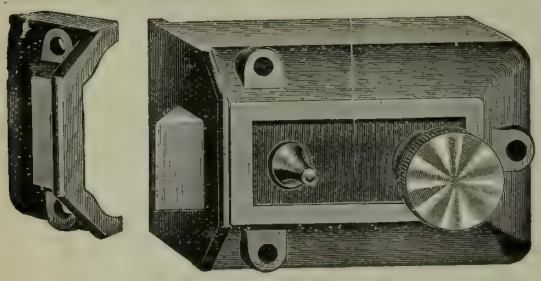


THE McGLASHAN, CLARKE COMPANY, Limited - Niagara Falls, Canada

AGENTS J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que. N. F. CUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

More Structural Steel Is Used

every year than was used the year before. That's because steel is rapidly supplanting wood for building purposes. Are you among the prosperous hardwaremen who are taking orders for **Structural Steel?** Better get in line! It'll pay you to keep in touch with locally contemplated building operations, with a view to getting the **Structural Steel** orders. We will quote you close prices on Structural Steel, and supply you with any information you require to close business.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

LION

TRADE MARK

BRAND

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.

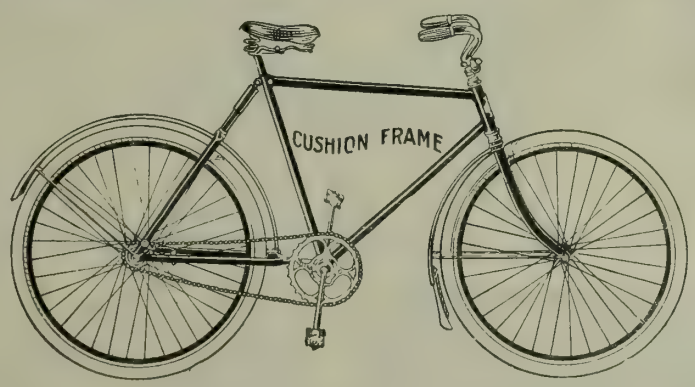
MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

THE CALL OF THE ROAD

The inviting Spring weather, the budding trees, the grass, the birds and all that combine to make up nature is the reward for the Cyclist who answers the call of the road.



By exercising the greatest care and attention to detail, we have succeeded in putting into the 1908 model wheel the inimitable work of the master craftsman.

Massey Silver Ribbon, Cleveland, Brantford, and Perfect are all wheels of of quality—the Cushion frame is the Pullman Car of wheeldom.

CANADA CYCLE AND MOTOR CO. Ltd.,

MAKERS OF THE WORLD'S BEST BICYCLES

WEST TORONTO, - CANADA

WRITE FOR CATALOGUE H.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

SEND FOR CATALOGUE

FLUSH PLUG, No. 5418

HUBBELL ATTACHMENT PLUGS

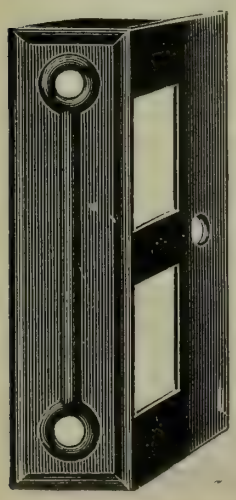
Combine all that's
PRACTICAL, CONVENIENT, RELIABLE

IDEAL FOR PORTABLES, FANS and COOKING APPARATUS.

NOTHING TO BURN OUT
NOTHING TO WEAR OUT
ALL STYLES TO SUIT ALL PURPOSES

No. 5406

The R. E. T. PRINGLE CO., Limited, MONTREAL, QUE. WINNIPEG, MAN.



This is the Only

Steel Rim Lock

Manufactured in Canada. A practical, attractive, well-finished Lock.

This is only one of the many fast-selling "National" hardware specialties. Our line of high-class builders' hardware is not excelled in Canada.

Ask your Jobber for ***National Builders' Hardware***

National Hardware Co., Ltd.
Orillia, Ontario, Canada

ESTABLISHED 1840

THE QUALITY OF "Pansy Brooms"

is their great strong point.

They are the correct size and weight for family use.

We can give you bigger brooms for less money if you want them, but a broom that tires the housekeeper's arm will not build up your broom trade.

Quality counts more than size.

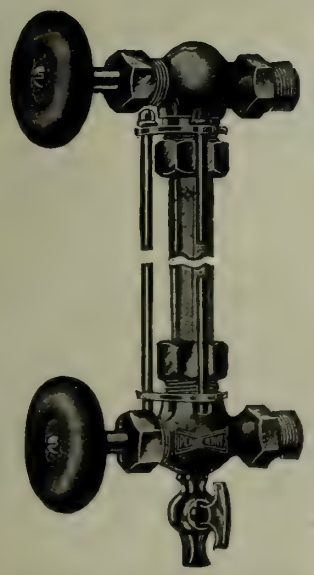
H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE
92 Adelaide Street West

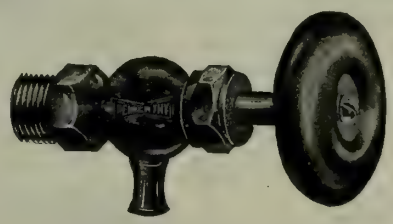
TORONTO

FACTORY
15 to 21 Jarvis Street

PENBERTHY



FINISHED WATER GAGE
WOOD WHEELS

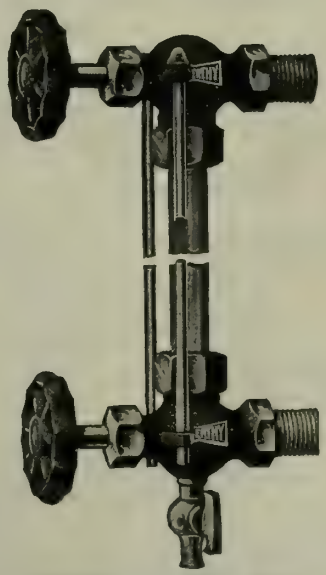


FINISHED GAGE COCK
WITH STUFFING BOX

BOILER FITTINGS

ALL STYLES AND SIZES
HEAVY AND SUBSTANTIAL

ASK YOUR JOBBER FOR
THE PENBERTHY KIND



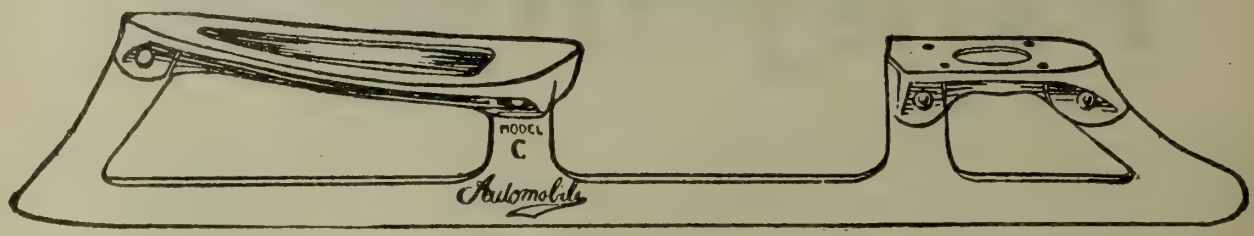
FINISHED WATER GAGE
IRON WHEELS

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

In Days of Old When Knights Were Bold

Damascus did a flourishing trade in steel. The knight-errant with his armor and broad sword of Damascus steel entered the lists against all comers—when the result was a question of steel rather than muscle, the man in Damascus was ever the victor. Nickel steel is the modern Damascus and owing to its tensile strength, has been adopted for the making of **AUTOMOBILE** and **CYCLE SKATES.**



Quality Outlives mediocrity—these are quality products.

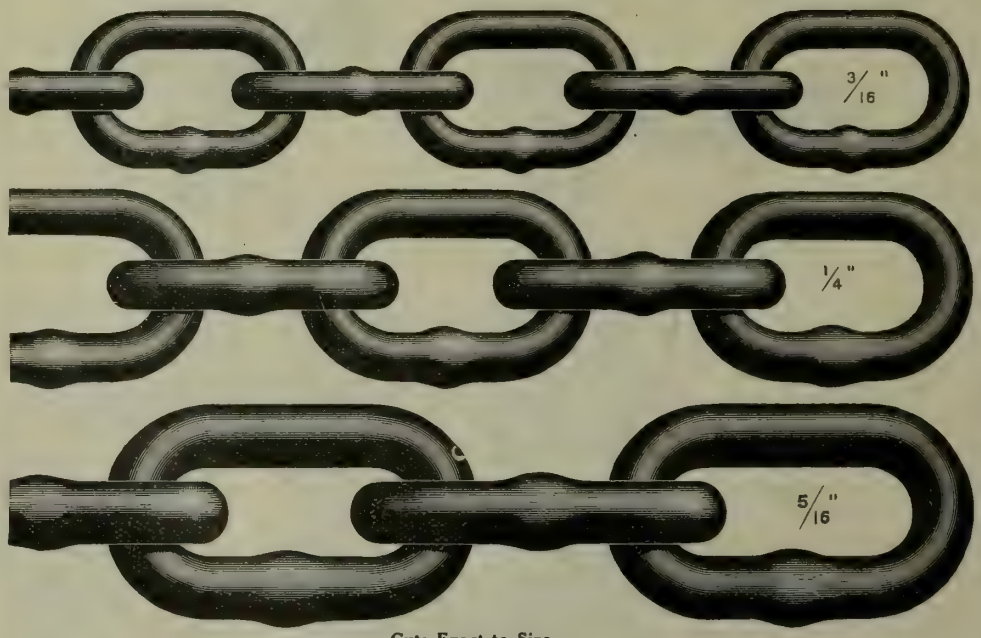
WRITE FOR DESCRIPTIVE LITERATURE TO THE :—

CANADA CYCLE & MOTOR CO., Limited

WEST TORONTO, CANADA

Toronto, Winnipeg, Vancouver, Melbourne

McKINNON Electric Welded Coil Chain



Cuts Exact to Size

Design Patented

Notice the

SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

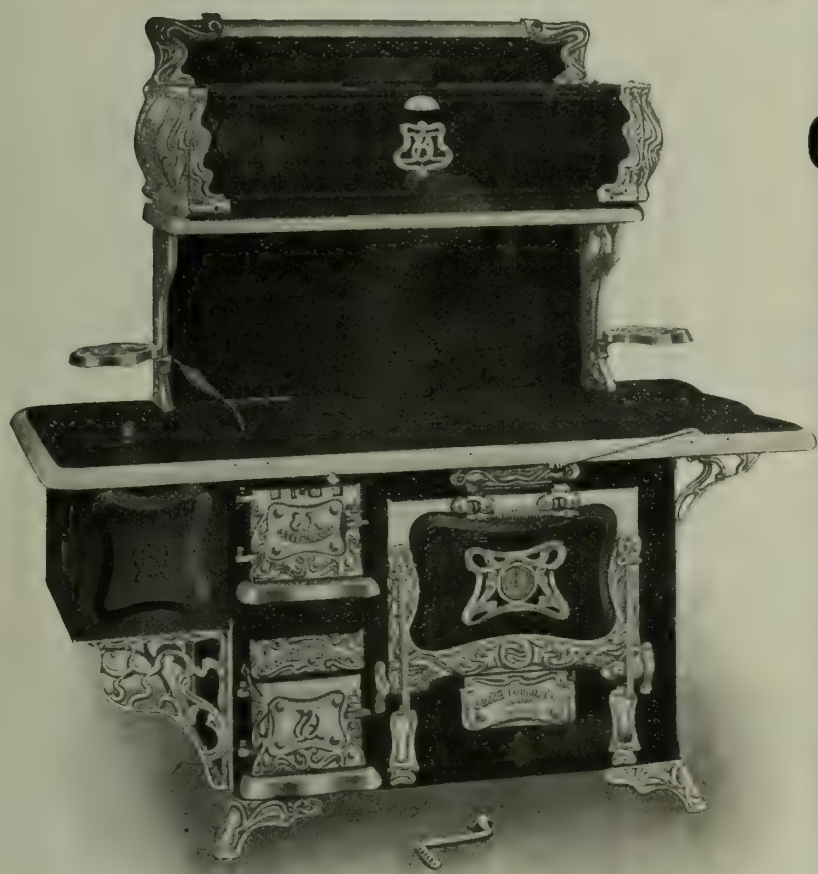
McKinnon Chain Works

ST. CATHARINES ONT.

When Your Best Trade is Range-Buying—
DON'T Get Into a Price-cutting Match with the Other Fellow.
Show and Sell Something He Hasn't Got—

THAT'S

THE OXFORD O.K.



Gurney's New Planished Steel Range

The Range That's Clean
(No Blacklead)

4 or 6 Holes—16 in., 18 in. or 20 in. Oven.

TELL ABOUT

The Reversible Grate—either side may be used.

The DUPLEX DAMPER—air to the back of the fire.

Change from Coal to Wood in 2 minutes.

Division Wall along oven top—half the heat must go around front of oven--the part that's usually cold.

Oven Door Double Walled, and air-spaced—and it will carry your weight when down.

Largest Warming Closet on any family range—with drop door on which dishes may be drawn out.

POLISHED Top—No blacklead—the ladies appreciate this point.

Extra Large Cup Water-front—60 gal. tank capacity—or the ordinary kind.

Broiling Lift-up Top Section—works with shaker handle and is noiseless.

Asbestos lining, protected with expanded metal.

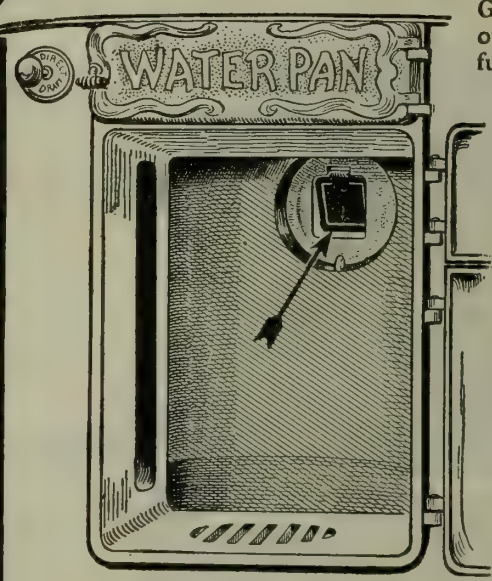
Your competitor will show the ordinary Kind—and You Will Close.
Better ask our nearest branch to send you a sample—we'll get "repeats" quick.

THE GURNEY FOUNDRY CO., Limited

Toronto, Montreal, Winnipeg, Hamilton, Calgary, Edmonton, Vancouver

"Sunshine" Automatic Gas Damper is a great advertising feature. Talk this feature when discussing "Sunshine" Furnace with a prospect.

Heading off a Risk



Gas is liable to puff out of the front door of any furnace unprovided for gas escape.

"Sunshine" Furnace has Automatic Gas Damper directly connected with smoke-pipe. Gas pressure sways damper sufficiently for it to escape up chimney (see illustration), but heat doesn't escape.

What does "Sunshine" Gas Damper mean to "Sunshine" Furnace? Means protection to the furnace parts against evil effects of gas.

What does "Sunshine" Gas Damper mean to "Sunshine" householder? Means furnace can be operated without fear as to "puffing" gas; furnace can be left without doubt as to whereabouts of gas.

What does "Sunshine" Gas Damper mean to "Sunshine" coal account? It means, instead of owner with "ordinary furnace" fear having to keep check-draft indefinitely closed to "let off" gas—when there's two-thirds parts of heat-energy to one part of gas passing up chimney—draft can with all safety be opened, and coal saved for another day's duty.

4

London
Toronto
Montreal
Winnipeg

McClary's

Vancouver
St. John, N.B.
Hamilton
Calgary

We believe in digging up business for our Agents, and we back up our belief in every city, town and hamlet.

LACKAWANNA FURNACE

LACKAWANNA
A Very Powerful and Economical Furnace

BUILT LIKE AN ENGINE AND WORKS AS PERFECTLY AS ONE

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.
Limited
OTTAWA - ONT.

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

EMPIRE QUEEN RANGE
a brisk seller

"EMPIRE" Stoves and Ranges

have made a solid place for themselves in the esteem of scores of shrewd Canadian Dealers, because of their strong selling and pleasing qualities. There are exclusive improvements in stove and range design found only in the Empire line which makes them better all round cookers and heaters than any other on the market. Ask us to send you our llustrated catalogue and price list —then you can see for yourself why

EMPIRE STOVES and RANGES are the most popular with the public.

CANADIAN HEATING AND VENTILATING CO., LTD.

OWEN SOUND, - ONT.

Christie Bros. Co., Limited., Toronto, Ont. Can. Stove & Furniture Co., Montreal, Que. Christie Bros. Co., Limited, Winnipeg, Man
Abercrombie Hardware Co., Vancouver, B.C.

BANNER TRADE MARK

BANNER COLD BLAST LANTERNS

The best made - write for our Catalogue

BANNER TRADE MARK

THESE LANTERNS ARE THE STRONGEST BEST FINISHED LANTERNS ON THE MARKET. THEY ARE WARRANTED

WIND-PROOF OUR PATENT LOCK NEVER FAILS TO HOLD THE LANTERN OPEN.

ONTARIO LANTERN & LAMP Co LIMITED

Hamilton, Ontario, Canada.

WE MANUFACTURE

SOLDER AND BABBITT

LEAD PIPE, TRAPS AND BENDS

Also Headquarters For

INGOT

METALS

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER AND ALUMINUM.

THE CANADA METAL CO., LIMITED

TORONTO

—At—

The New Waverly Warehouses and Structural Shops of The Carnegie Steel Co., Newark, N. J.

CUT TO ANY LENGTH. —And— QUICK SHIPMENT A SPECIALTY.

The North Works of The Illinois Steel Co., Chicago, Ill.,

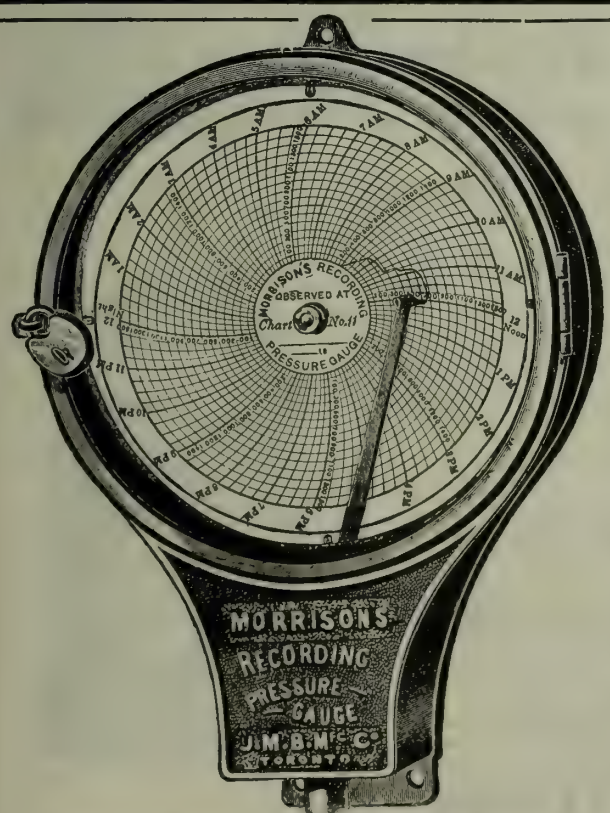
We carry in STOCK 100,000 Tons

BARS, PLATES, BEAMS, CHANNELS, ANGLES, RAILS

We also solicit inquiries For Prompt Shipment Direct from Mills, Pittsburg, Pa.

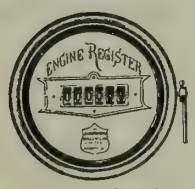
United States Steel Products Export Co., Montreal, Can.

Distributors For Quebec, Eastern Ontario and Maritime Provinces.

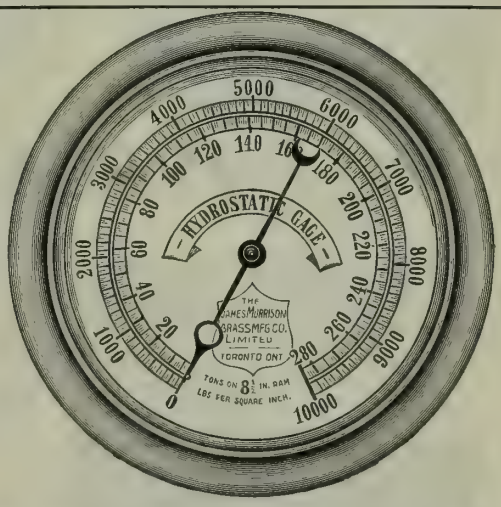


Recording Pressure Gauge, made for 8-inch and 12-inch Chart.

Pyrometers for Bakers' Ovens.



Revolution Counter



We Make a Full Line of Gauges for all Uses

The Recording Pressure Gauge makes a continuous record day and night of Steam, Water, Gas, Oil or Air Pressure. A valuable accessory to the steam plant of Mills, Factories, Power Stations, etc. It makes a record on removable charts, which are filed daily and from which can be seen at a glance whether boiler has received that attention upon which depends SAFETY and ECONOMY in the operation of the plant.

Adapted to keep a record of Air Pressure in Mines.

PRESSURE and VACUUM GAUGES; Compound Gauges, Improved Standard Test Gauges, Hydraulic Gauges, Combination Water Works Gauges, Locomotive Gauges, Pyrometer Gauges, Ammonia Gauges, Altitude Gauges, Engineers' Clocks, Revolution Counters, The Improved Thompson Steam Engine Indicator.

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. West TORONTO.

Dealers are friendly to themselves when THEY PUSH

DOMINION AMMUNITION

They admit—all over Canada—they **admit** their friendliness to us, but it is simply a case of good business.

You find a steady and satisfied customer whenever you recommend DOMINION cartridges and shells.

The quality does this for you.
Quality builds factory additions for us.

We know how to make the best Ammunition, and we know how to back the dealer with good local advertising.

The Prices are Right for Profits.
The newspaper advertisements help you sell.

FOR ALL MAKES OF ARMS.

Dominion Cartridge Co., Ltd., Montreal

Kemp's Novelty Refrigerators and Water Coolers

Just the article needed for Summer Residences or Camps

Novelty Refrigerators

No.	2	3	4
Inches	19x13¼x13¼	23x17x16	27x19¼x19¼
Each	$8.00	$10.00	$12.50

Water Coolers

Gallons	2	3	4	6	10
Each	$3.40	$4.10	$4.50	$5.65	$8.10

Write for Discount.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

British Columbia Hardware Convention

Successful Convention Held at New Westminster and New Secretary Chosen—Plan to Protect Members Against Bad Debts.

The annual meeting of the British Columbia Hardware Dealers' Association was held recently in the Board of Trade rooms in New Westminster, the Vancouver and Victoria members going to the meeting by special car. President Lusby presided and after the minutes and reports of the last meeting had been read and confirmed, he addressed the members on the work done during the past year.

Chas. K. Snell, the new president of the B.C. Hardware Dealers' Association, first saw light in the hardware business under the direction of J. E. Elliott (now manager for McLennan-McFeely Company, Vancouver, at Brampton, Ont., in 1888 and in 1891 moved west to British Columbia and for nearly 10 years held a responsible position with the firm of R. F. Anderson & Co., New Westminster, leaving them to take charge of McLennan-McFeely Company's branch store at Dawson City. He afterwards returned to British Columbia and represented the same firm on the road in that province, and later for a short time represented Wood, Vallance & Leggatt, Vancouver. He finally entered the firm of J. A. Flett, Limited, as secretary of the company and manager of the Hastings St. branch and still occupies these positions.

The report of the secretary-treasurer was read and it showed a credit balance after all expenses had been met. Secretary-treasurer J. Burns having resigned, the members elected William J. Butt to fill the position.

Vice-President Snell discussed the question, "Has the association been a success and should it be continued ?" in an interesting paper. His conclusions were optimistic and were heartily endorsed by the meeting. Mr. Ogilvie, of Vancouver, gave an interesting address on "Hardware Window Dressing," and as a result there will be renewed interest among the members in this important advertising department.

Address by Secretary.

The newly-elected secretary then addressed the meeting and outlined the work he has undertaken. He is organizing the different branches of the retail trade in British Columbia and uniting them in one provincial association. His organization will take in country and city members and he has plans whereby it will be of great help in overcoming the many difficulties with which the average retail merchant has to contend. In connection with the association work, Mr. Butt has started a credit reporting and collection department. Through this department association members will be advised as to the names and addresses of "slow pay" and "dead beat" customers in city and country. Reports are issued monthly to members and special information can be secured at any time by communicating with the secretary. Through this department members may also have bad accounts collected at a nominal figure.

Mr. Butt also explained to the meeting that, while he planned to invite every branch of the retail trade in B. C. to join the provincial association, each branch would have its own officers and manage its own special business. There would, however, be a great saving in office expenses, salaries, etc., by all uniting in one central body, and better and fuller information as to slow pay customers could be furnished by the credit department. A strong provincial association might also undertake the organization of a Mutual Fire Insurance Co., and thereby effect a considerable saving in rates.

Officers Elected.

The officers elected were as follows :—

President—Chas. Snell, (J. A. Flett, Ltd).

Vice-President—J. Stearman, (Hodgson, Stearman Co.).

Secy.-Treas.—Wm. J. Butt.

Executive—Messrs. Lusby, (Anderson & Lusby) Blakely, (T. J. Trapp & Co.) and Henderson, (Geo. Hunter Hardware Co.).

A vote of thanks to the retiring officers was carried unanimously. It was decided to hold the next convention in Vancouver.

Following the meeting a very successful banquet was held at the Russell Hotel.

The following firms were represented at the convention : Vancouver : Anderson & Warnock, F. W. Cunningham, J. A. Flett, Ltd., Forbes & Van Horne, Henry & Humphry, Hodgson & Stearman, Geo. Hunter Hardware Co., Kydd Bros., Lewis & Sills, Jas. Main & Co., McLennan, McFeely Co., McLachlan Bros., Dawson Hardware Co., McTaggert & Moscrop, Wood, Vallance & Leggatt, J. A. Alanson, Horsman & Son, Abercrombie Hardware Co., Garbutt Bros., Geo. Mulligan, Spence, Saunderson Co., Manitoba Hardware Co., Fraser Hardware Co., Cosman & Son, A. H. Hatch, A. J. Cram.

New Westminster : Anderson & Lusby, Bryson & Son, Cunningham Hardware Co., H. T. Kirk, T. J. Trapp & Co., J. H. Hardman & Co., Walden Bros., Coulter & Berry.

Victoria : Ogilvie Hardware Co., E. G. Prior & Co.

Wm. J. Butt, the new secretary of the British Columbia Hardware Dealers' Association, is well-known to the trade throughout Canada, having held responsible positions with the wholesale firms of Frothingham & Workman, Montreal, and Merrick, Anderson & Co. Winnipeg, besides being a member of the retail firm of Lennox & Butt, Winnipeg. Mr. Butt is now devoting his energies to organizing the retailers of British Columbia to protect themselves against the credit evil, etc.

Hardware Trade in Great Britain

(From our special correspondent for Great Britain.)

Sheffield, May 6.—Speaking generally, the hardware, iron and steel and kindred trades show no sign of improvement; the depression which set in during the latter part of last year goes on and week by week the shrinkage of trade becomes more pronounced. Hopes of a revival in the new quarter have proved to be vain, and it looks as if trade would not get into its stride again for many months, if even at all this year. Of course, the American crisis has to bear the brunt of the blame, and at all company meetings where a decline in profits has had to be recorded, the shareholders have been amply satisfied to hear the American crisis blamed primarily, with the high cost of raw materials and little increase in the price of finished article, placed a good second. Retailers, with limited capital, are feeling the pinch, and the bankruptcy courts reveal sad stories of men with small means having to go under.

Organization in the Hardware Trade.

But the hardwareman does not sit down and accept quietly as a matter of course the conditions of affairs which adversely affect his trade. In Nottingham next month the annual conference of the Ironmongers' Federated Associations is to be held, and I hear that some of the chief subjects with which the delegates will deal will be direct trading, the competition of workingmen's co-operative stores, and the maintenance of prices. Price cutting amongst the retailers has had recently such a profit-depleting effect that a scheme is to be brought forward at the conference with a view to inducing manufacturers to sell their specialties with a condition attached that they shall not be retailed below a fixed price. At the present time a considerable number of hardware goods are "price maintained," and cannot be bought at "cut" prices.

How to Settle Disputes.

While the spirit of protection of one retailer against another is commendable, there is a good deal to be said for the protection of the employer against the workmen. A good deal of interest is being taken in a bill presented in the House of Commons to promote arbitration in trade disputes. The measure provides that in all cases of industrial disputes, or apprehended disputes between an employer or any class of employers and workmen or between different classes of workmen, the Board of Trade at the request of either party, or a majority of them shall make provision for the settlement of the dispute by arbitration. On the receipt of such a request, the Board will establish a court of arbitration to be constituted of members nominated in the following maner : Two by the employers, two by the workmen, and one by agreement between the parties to dispute, or failing agreement, by the Board of Trade, the member so nominated to act as chairman of the court. In the case of a breach of any of the terms of award the court may make a further award directing the defaulters to pay to the other side such penalty as they think fit, not exceeding £50 for every day on which such a breach occurs.

Travelers Disappointed.

I have heard of several representatives of leading hardware firms and manufacturers of cutlery, silver plate and tools having had a disappointing time in Canada this year. Orders have been few and on a limited scale, and in more than one instance the tour was peremptorily shortened because the profit from the orders obtained was not sufficient to cover the expenses of the representative of the firm.

Trade With Canada Decreasing.

The Board of Trade returns have shown an all-round decrease in the volume of trade. For example, the value of exports of hardware (including hollow ware) to Canada in March, was £2,063 as compared with £5,266 in the corresponding month of last year. If the whole quarter is taken it is seen that the fall has been from £12,896 in the first three months of 1907 to £9,407 in the first three months of 1908. Similarly, cutlery exports to Canada in March totalled £6,171, as compared with £8,852 in March, 1907, and the decline on the quarter was from £19,002 to £15,511.

Pig iron showed the astonishing fall from 3,965 tons in March, 1907, to 980 tons in March of this year. On the quarter the decline was nearly 13,000 tons, the quantity having dropped from 16,741 tons to 3,857 tons.

Trade in tinplates was, however, better. It increased from 884 tons in March, 1907, to 1,017 tons in March, this year. On the quarter there was a decrease from 4,688 tons to 3,632 tons. Galvanized and corrugated sheets also went up from 731 tons in March, 1907, to 1,308 tons last month, but here again there was a fall on the quarter from 2,427 tons to 2,023 tons.

Iron and Steel Institute Visit to Canada

Members of the Iron and Steel Institute are looking forward with interest to their projected visit to Canada. It is understood that an excursion is being arranged to the mineral areas of Eastern Canada by the Canadian Mining Institute in September. The programme will include the silver-cobalt ore region, the nickel mines and the iron ore mines of Ontario, the asbestos and chromite regions of the Province of Quebec, and possibly the iron and coal areas of Nova Scotia. It is expected that the excursion will extend over a period of three weeks. Many of the members of the institute are connected with Sheffield trades, and they are anticipating with pleasure the renewal of the acquaintanceships they formed a few years ago when Canadian manufacturers paid a flying visit to Sheffield and other manufacturing centres of Great Britain. Some of them, perhaps, will have a word or two to say on the description in Canadian papers at the time, of the Sheffield cutlery and silverplate factories as rabbit warrens. All the criticism was taken in good part. Sheffield's industrial progress has been rapid. Not very many years ago it was a village and the cutlery factories have been added to bit by bit, with the result that they do resemble rabbit warrens more than anything else. A general razing of out-of-date buildings to the ground and the setting up of modern ones suited to present day requirements, is a thing which the British manufacturer would regard with alarm. Certainly in the present depressed state of the cutlery and silverplate trades, there is no inducement to indulge in such reforms.

The Use of Electricity.

In some of the big Sheffield industries the use of electricity for driving purposes is becoming more common, but for hardening and heating gas is the favorite means, the old methods of using coal and coke being gradually superseded. A large number of gas furnaces have been put down in Sheffield during the last six months for use on the manufacture of cutlery, saws, files, edge tools and scythes.

"Dumping" Steel.

British steel manufacturers seem to be determined that "dumping" shall not be left solely to the Americans, the Germans and the Belgians. The chief manufacturers of steel shipbuilding material in this country have come to an agreement in regard to the prices on their export trade, and they propose for the present to dispose of this material abroad at a uniform figure of 10s per ton below the prices in force in the home trade.

A Good Line.

Now that the fever of spring cleaning is upon the housewife, business is brisk with the air-suction dust lifter or vacuum cleaner as it is called. The advantage of not having to remove carpets from rooms or in any way disturb the arrangement of the articles which require cleaning, is being appreciated more this year than ever, and the hardwaremen and furniture dealers are making good profits out of the letting out on hire of these very useful appliances. Some are worked by hand, but the majority are driven by electric motors.

Sheffield and Canada.

Mr. Stobie, of Hobson, Houghton & Co., Ltd., Sheffield, steel manufacturers, is now in Canada paying a return visit. A year ago he opened up a valuable connection for his firm in Canada.—R. A.

"Men Who Sell Things"

A Reconstruction of the Question of Salesmanship—New Dignity Revealed in the Money-getting Side of Business—The Commercial Ambassador, the Man Who Sells—Business Philosophy for Those Interested in the New Science of Merchandizing.

From a book written by Walter D. Moody, Chicago, on "Men Who Sell Things"—Serial rights for Canada purchased by the MacLean Publishing Co.

CHAPTER II.

He who sleeps beneath the fruit tree must be contented with windfalls. The one who climbs the ladder plucks the choicest fruit.

* * *

Pure grit constitutes one of the most essential elements of successful salesmanship. It is the best there is in a man; it is that fine quality that whispers in our ear in moments of discouragement, "Never lie down." When exhausted and sinking in the mire of Despond, it calls cheerily from the banks of Hope along the shore: "Don't give up! I'll pull you out."

It does not fall to the lot of the average man to have more hard knocks than he can stand. If he has Pure Grit and a sound heart, there is always open to him an avenue of escape, by which he can avoid the knock-out blow that would put him down and out for good. If he does lie down, there is a lack of manliness in him.

Pure Grit Required.

The journey over the flinty pathway of the business life is not unlike a ride on a lumber wagon over a roadway strewn with boulders in a mountainous country. There is a constant jolting and danger of being thrown from the seat; axles creak and groan as you rattle on over bogs and rocks; now and then a precipitous plunge into one of Nature's ditches causes a shiver to run through your stanch vehicle from stem to stern, but all goes well until a sharp turn in the road brings you face to face with a large boulder square in your path. Before you can rein up and put on brakes, snap goes the axle. You climb out to examine the break, and with an exclamation of dismay you wonder what you are going to do next; then, looking about in your perplexity, your see a blacksmith coming toward you in the form of a good genie, Pure Grit. You failed to notice him, his little shop having been hidden from view by the turn in the road. The damage repaired, with a smile of encouragement the good genie sends you on your way rejoicing, cautioning you to drive more carefully. Everything goes all right for a time, but the journey grows tiresome and you relapse into carelessness, with a light grip on the rein; or, seeing a smooth strip ahead of you, you whip up at a reckless pace, unmindful of the deep gully just beyond, until suddenly snap goes something else. This time the break is in all likelihood more serious. In despair, the realization is forced upon you that you are a long way from home, darkness is coming on, there is no shelter, nor any provisions for either man or beast. With many a misgiving you set about making repairs alone; it is hard work, and the experience is new and rough. You scarcely know how or where to begin; the task seems a hopeless one. Just as the last hope is giving way, you look up and perceive standing before you in the doorway of his little shop the good genie, Pure Grit. He is beckoning you to come in; you wonder why you had not noticed him before. Once more he comes to the rescue and repairs the break, cautioning you the meanwhile to drive more carefully. You mount the seat more confident than ever that the road can hold no more terrors, but the good genie knows the road better than you do, and, not trusting you to drive alone this time, he climbs up on the seat by your side and rides along until he is convinced that you are determined to keep a sharp outlook to the end of the journey.

* * *

Robert Collyer, in a famous lecture touching this subject, said:

"Clear grit is the power to say 'No' to what seem to be a multitude of angels, when they would counsel you away from a downright loyalty to your instant duty. . . Simply determine once for all that any torment for being a true man is to be preferred to any bliss for failing."

Mr. Collyer lived in Chicago when the population numbered about one hundred thousand. During his twenty years' residence there he became quite intimate with the life of that great city, and in the early times knew every man who had come to the front and was wielding a real power of any sort for good. He says:

"I do not remember one among them who did not begin his life as a poor man's son. They all came up, so far as I could trace them, without any good time at all, excepting as boys ought to have a good time in growing strong as a steel bar on plenty of wholesome work and what we should call hard fare; fighting their way to an education through a great deal of effort, and then, when they are ready, coming out west from the east with that half-dollar in their pocket, and that little lot of things done up in a valise that you will notice every young fellow is said to start with who ends up by making his mark or making a fortune."

* * *

Perhaps the first characteristic of Pure Grit lies in the power to do a good honest day's work, and this power to do a good honest day's work lies at the root of every true life.

And yet it is just what a great number of salesmen try not to do, as if they felt that the best thing is to get the most money possible for the least work possible, and very often for the poorest work possible too, and that the best success they can attain in this world is that which comes through what we call good luck. It seems as if young men began their life in this, the twentieth century, dazzled by "get-rich-quick" opportunities that seem open before them on every hand. A few, a very few, seem to strike it "lucky," but the great majority who coquette with the chances to get along easily, which seem as plentiful as flies in summer time, generally find themselves at last either in the penitentiary or the poorhouse.

They will try this and then that, and generally fail at everything they do try, if this is all they want to do; then they wait for something to turn up, instead of turning something up for themselves. The man who sat down on a log waiting to get warm enough to chop down a tree, froze to death.

Commercial achievement does not come to the drone, neither is it a product of luck or chance.

"The career of every successful business man is a ladder of effort and results, and the strength of the effort is the measure of the result."

Luck and chance do not enter the struggle at any stage.

Your present position may not be congenial; but all that can be changed, if you but set your goal post far out in the field of endeavor and strive with all your might to reach it.

The stock-boy that sets his mind on a general salesmanship position is bound to have his desire gratified. The general salesman that sets his mind on heading the list in the sales of his house will as surely realize his ambition as the morning's sun follows the deep shadows of night.

"Where there is a will there is a way," and that way is not the way of the thoughtless, the ignorant and the indolent, but is the way of the striving, the intelligent, and the ambitious.

How well I remember my first employer! He was the hardest taskmaster in the world, I thought, when I got my start in life; but now I know he was one of the best. I would prefer to write

---

THE EASIER PATH.

The traveler's path is generally easier to tread if his prospect already knows something about him or the firm he represents. It makes the retailer familiar with the traveler's house—when that house is an advertiser.

A wholesale house or manufacturing establishment which advertises well in the trade paper devoted to its branch of business activity, stands higher in the estimation of the retailer than the house which does not.

Stands to reason, doesn't it?

---

about your experiences, but not knowing them, I hope you will be interested in mine.

No experience of my lifetime has been so thoroughly and indelibly stamped upon my memory as was my first three years in the wholesale dry goods house of S. L. & Co., of Detroit, my boyhood home town. I began at three dollars per week, with a raise of one dollar in the second year, and two the third. I had the linen and white goods stock. The work was heavy and the hours were long. We had it drilled into us in those days that orderliness was—if not next to godliness—next to the next step in promotion. We were taught that a good stockkeeper was a logical candidate for a house salesmanship, after which, the road.

Idleness a Crime.

There was no standing around in cliques discussing the latest sporting edition, no prevailing idea, as now, that working when there was nothing to do was a mere pretence for work. Idleness amounted almost to a crime then; it does now, but plenty of young men do not realize this truth.

The covers removed from the piles of goods, the dusting finished, which took about an hour, for it had to be done thoroughly, bringing down the reserve stock was next in order. The tables rearranged, we set about repairing broken covers of boxes, or we re-wrapped goods which had been in stock a long time. Everything had to be spotless and in apple-pie order; so when this result was attained, we started in to dust all over again, even polishing the edges of tables and counters with a cloth. There was keen rivalry among the boys to see whose stock could be made to look the best. By the middle of the forenoon work began to get pretty scarce, but there was no getting away from it, for if one of us began to take an idle stroll in the next boy's stock, the floor manager would appear around the corner of an aisle to make his usual morning inspection. It used to bother us a great deal to know how he figured out to spot us right to a dot, which he did with unerring accuracy.

Having satisfied himself that there was really nothing more of importance to do, he would order an entire table of goods to be torn down and rearranged. We hated him for it, but it was good exercise and kept us out of mischief, the twin brother of idleness, besides teaching us the lesson of "everlastingly keeping at it," which was then, as it is now, one of the cardinal principles of success. But there is a vast difference now as to the modus operandi.

Not Afraid of Dirty Work.

There were no janitors or scrubwomen in those days. Twice a week each stock-boy was obliged to sprinkle and sweep the floor in his stock, and even wash the windows and clean the woodwork. We rather balked at this; it hurt our pride a little, but beyond that no harm was done.

Things have changed; whether for better or worse must be argued elsewhere. One thing is certain, the bright, industrious stock-boys of a decade or two ago are the successful merchants and salesmen of to-day. History repeats itself, and no doubt the future will take care of itself; but a grave danger confronts the merchant in the too rapid promotion of the boys in stock, the tendency being to "nip the flower in the bud." There is plenty of good raw material, but too rapid growth and not enough care in selection. The demand for high-grade men is ever on the increase; it behooves the boys in the ranks to keep their feet on the ground —which is the humble position the rest of us occupy—to have something to set them down on when they become tired.

My first desire to sell goods amounted to almost a longing. It attacked me early. I had been wrestling with dry goods boxes and feather dusters for about a year and a half, when all of a sudden the seed burst forth, unfolding the petals of a new life, the freedom and brilliancy of which fairly dazzled me, young as I was.

One day a handsome, finely attired chap, with a flow of English that sounded to me like a lesson in rhetoric, appeared in the store. He hailed from New York with a line of linens. When he encountered the buyer in my department there commenced at once a contest of wits that to this day I have never heard equalled.

Seling Germ Got Him.

Sheltered by a pile of friendly damask I eagerly listened to all that was said, making mental blueprints of the whole dialogue, even jotting down some of the good points. In the selling talk of that dapper salesman lurked the germs of a new life for me. I became inoculated with a burning desire to do something and be something; the determination to become a salesman seized me on the spot; my future was sealed; I knew it, felt it, breathed it, and was content to bask in the rays of its stimulating influence.

I was at the foot of the mountain, and the way up looked steep and strewn with boulders, but the strength of my determination made the pathway seem easy and gave me a glimpse of the glorious outlook at the top.

At last an opportunity came to make my first step. It was just a little one, so small that some would have passed it by, not realizing that it really was an opportunity. It happened that one of the house salesmen who looked after the German trade had a small customer from a side street in the house buying white goods. Having been called away to meet a more important buyer, he turned his little customer over to me with the joking side remark, "Sell him a good bill, my boy. He's good for it," and was gone. I was frightened half out of my wits at being left alone for the first time with a real customer. I had handled many in fancy since the great event of the New York salesman's visit. I stood for a moment helpless and undecided, but was promptly brought to by Hans, who, having noticed my backwardness, said with some spirit, "Vill you do me sometings?" The spark ignited the powder, and the way I lighted into that poor little side street merchant was worthy of better results than the amount of his bill afterwards showed. I had my notebook to prompt me with my New York friend's ideas, and many a furtive glance I stole at it when Hans was not looking. He must have thought I was suffering with St. Vitus' dance, for the contortions of salesmanship I went through in a vain effort to make him take two pieces of bird's-eye linen in place of one would, with a little more polish and experience, have landed a contract for a suspension bridge.

Goes on the Road.

Two years of waiting, and my dream became a reality when I secured a position on the road with a neighboring wholesale millinery house, and my cup of happiness was filled to overflowing at the thought of becoming a real salesman and closing the old life forever.

I was fortunate in securing a little business in my first town, and when I had finished writing and mailing the order to the house that night, I went up to my room and literally threw up my hat in giving vent to my feelings. I regarded my subsequent sales for weeks as corner stones in the superstructure of my building toward success, and the final results of each month whether large or small, as filling-in stones to its completion.

My salary contract for one year was at six hundred dollars. The salesman ahead of me was getting one thousand, and I said to myself I must have that much next year. It seemed a fortune, and the thought was ever with me that if I could earn one thousand dollars per year I would have reached the end of the rainbow. Having secured that, I wanted fifteen hundred, then eighteen hundred. Finally arriving at two thousand five hundred, I paused and looked back over the six preceding years in an effort to measure the future by the past. The thought occurred to me that but one-third of my life had been spent in climbing, figuring it from the usual estimate of "threescore years and ten," and why stop there? The mountain was high, and the distance to the top yet a long way up.

As a Man Thinketh.

That was years ago, and I expect to keep on climbing until I die. But I have not engaged to write a history of my life. In passing, I wish merely to emphasize the words of James Allen in his most excellent little book, "As a Man Thinketh:"

> "Into your hands will be placed the exact results of your efforts. You will receive that which you earn—no more, no less. Whatever your present circumstances might be, you will fall, remain, or rise with your efforts, your visions, your aim.
>
> "To desire is to obtain; to aspire is to achieve. The thoughtless, the ignorant, and the indolent, seeing only the apparent effect of things, and not the things themselves, talk of luck; of fortune, and of chance. Seeing a man grow rich, they say, 'How lucky he is!' Observing another becoming intelligent, they exclaim, 'How highly fortunate he is!'
>
> "They do not see the trials, the failures, the struggles which these have encountered; have no knowledge of the sacrifices they have made, of the undaunted efforts they have put forth that they may overcome the apparently insurmountable, and realize the goal of their ambition. They do not know the darkness and the heartaches; only see the light and joy, and call it 'luck;' do not see the long and ardu-

ous journey, but only the pleasant goal, and call it 'good fortune;' do not understand the process, but only perceive the result, and call it 'chance.' "

Cannot Serve Two Masters.

Successful salesmanship is the product of intelligent, earnest effort. There is no serving two masters, Indolence and Industry. It is climb, climb, climb, all the way, exercising watchful care; but the summit of the mountain is your reward. The pleasure is not all in winning, by any means; the real exhilarating fun, or two-thirds of it, is in the climbing.

Self-deception is responsible for more than three-fourths of the so-called "unexplained failures" in salesmanship. Many salesmen in the race for success explain their shortcomings as they do in a game of tenpins. If they fail to win something is wrong with the alley, or the pins are not spotted, or their arm is out of whack. The trouble is never with themselves.

You cannot afford to fool yourself. Your success depends absolutely upon the amount of skill and energy you throw into your work.

If you are always on the anxious seat about your position, the fault is with yourself, not with your house, your territory, or your line. Just as the poor workman always finds fault with his tools, so does the poor salesman complain of his surroundings.

Your light will not be hid under a bushel, your capabilities will be recognized. The good salesman will succeed with a weak line and a poor territory, and then hunt around for something better with which to fit the growth of his expanding powers; but the poor salesman is a poor salesman still. The best line in the universe cannot supply the missing link in his negative make-up.

Don't imagine you are kept down by lack of your employer's appreciation. If you do, you fool yourself, and will remain a dwarf forever.

Of all the disgruntled failures, those who deserve the least sympathy are the ones who gather in foolish little cliques, praise each other, deceive each other, and fool themselves. It is a great thing to know yourself and acknowledge your mistakes.

Have Faith in Yourself.

Have faith in your own ability to win. Cut loose from the weakness that prompts you to say :

"I am not appreciated;" "I have had bad luck all my life;" "Others have had a better chance;" "I wish I could have the good fortune of Jones or Smith or Brown."

Remember that there may be undiscovered diamonds in your own back yard.

Determine that in your case you will not recognize failure, and that "explanation is damnation."

Success lies in your ability to discover and apply your own powers. Excuses and the admission of failure are the thieves that rob you of your strength, causing you to play against yourself and fool yourself in the bargain.

A salesman is what his spirit and his determination are. Nothing hurts except that which weakens our minds by weakening our courage.

The salesman should say, "I will stand what comes, I won't give in. No matter what the discouragements, I am going to climb this mountain Success, from the bottom up, just as well as I know how. No matter what happens, I am going to reach the top, if possible, with just as much Pure Grit as I had when I began the journey."

Don't Get Discouraged.

The "Chicago Examiner," in an editorial on courage, related the following story :

"In this street of Life, walking in the darkness of the shadow, hungry old Satan was out hunting with his dogs, the little imps of human weakness.

"A man came walking through Life's street.

"Satan said to the little devil, with a bitter face, 'Go, get him for me.'

"Quickly the imp crossed the street, silently and lightly hopped to the man's shoulder. Close in his ear he whispered :

" 'You are discouraged.'

" 'No,' said the man, 'I am not discouraged.'

" 'You are discouraged.'

"The man replied this time, 'I do not think I am.'

"Louder and more decidedly the little imp said again : 'I tell you you are discouraged.'

"The man dropped his head and replied : 'Well, I suppose I am.'

"The imp hopped back to Satan and said proudly : 'I have got him, he is discouraged.'

Another man passed. Again old Satan said, 'Get him for me.'

"The proud little demon of discouragement repeated his tactics.

"The first time that he said, 'You are discouraged,' the man replied emphatically, 'No.'

"The second time the man replied, 'I tell you I am not discouraged.'

"The third time he said: 'I am not discouraged. You lie.'

"The man walked down the street, his head up, going toward the light.

"The imp of discouragement returned to his master crestfallen.

" 'I couldn't get him. Three times I told him he was discouraged. The third time he called me a liar, and that discouraged me.' "

Reverses Become Benefit.

Make up your mind, Mr. Salesman, that the little demon whispering discouragement in your ear shall always get from you the answer, "You lie."

Temporary reverses are good for the spirit, strengthening to the mind; not calamities, but real benefits, if we receive them in the proper spirit.

A certain business man told the following story of a clerk in his establishment. The clerk was asked why he remained in a poorly paid position, when, by working a little harder and taking a little more interest in the business, he might get into a place that would lead to a salary three or four times as large as he was receiving.

"Oh," he said, "there's no chance for a fellow to make a hit here; all the good positions are taken, and whenever there's a prospective vacancy there are three or four fellows waiting to step into it. No; it's a poor chance a fellow has here, so what's the use of killing yourself ? I'm not such a fool; I'm just hanging on here until I get something better. I've got my lines out in two or three places, places where there are plenty of good chances for a fellow to start in and dig his way up. Just as soon as I get answers to my applications you'll see me get out of here so quickly that it'll make your head swim to watch me. When I get into a good job in one of these other places is when I'll begin to work. What's the use of killing yourself here ? There's no chance for you."

Put Heart Into Your Work.

What a delusion ! Poor dunce, playing against yourself and fooling yourself ! Employers are not looking for professional floaters, and if you cannot succeed where you are, you will never succeed anywhere. The place you are in right now is just the place for you, if you mean business. If you don't, you will not be wanted long anywhere. From this very class of young men is recruited the vast army of ne'er-do-wells. You must first prove to your own satisfaction and that of your employer that you are a success at what you are doing, before you can hope for something better.

The salesmen who are traveling on limited trains, making large cities, living in first-class hotels, and drawing monthly pay-cheques beginning with the figure 3 and up and ending with two ciphers, started where you are and stuck to it.

Where are you on the mountain, reader ? If you have climbed for all you are worth and feel tired and a trifle discouraged, look up; safety is there. Remember when on an eminence there is danger in looking down. If the way is more rugged than you thought, do not give up. You may still have reserve strength that you know not of. No man can tell what he can do until he tries. And it is a moral certainty that "the reason why most men do not accomplish more is because they do not attempt more."

Cast off the dead weight that is dragging you down; throw overboard every pound of unnecessary ballast; let yourself soar in the thought that you possess powers that are yet undiscovered. Make a draft on your reserve force. Exercise new faith in yourself and your surroundings. You cannot navigate far without faith, and some of the best of salesmen have gone down for lack of it. Cut away from the influences and the company that can do you no good. Seek only the approval of those above you in authority, and you will surely win success.

(To be Continued).

E. F. Walters & Co., 168 McGill, who suffered from fire some time ago and removed to a temporary warehouse at 318 St. James St., are now back in their old premises. Handsomely decorated and thoroughly fireproof, the company have now a fine up-to-date warehouse with every modern convenience for handling large orders. More space has been acquired by the taking of an additional flat. The firm will be pleased to show any of their customers over the new home of the "true brand" cutlery.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL . . . . . 232 McGill Street
Telephone Main 1255

TORONTO . . . . . 10 Front Street East
Telephone Main 2701

WINNIPEG . . . . . 511 Union Bank Building
Telephone 3726

LONDON, ENG. . . . . 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960
Cabl: address: "Atabek"

BRANCHES:

CHICAGO, ILL . . . . . 1001 Teutonic Bldg
NEW YORK . . R. B. Huestis, 544 West 145th St.
Telephone 2430 Audubon
VANCOUVER, B.C. . . . . R. B. Bennett
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND . Louis Wolf; Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

A CRUSADE OF OPTIMISM.

Canadians will take a great measure of interest in the movement that has been started in St. Louis to bring about by concerted public efforts a revival of healthy business conditions in the States. Not only on the grounds of charity, for charity after all is a national as well as individual attribute, but on the grounds of self-interest. Likewise, we wish our neighbors across the border a speedy recovery from the depression which still surrounds them. The juxtaposition of the two countries, the shadow in a commercial sense, which the larger state must throw across the smaller, and the great business transactions between the two, make the well-being of the Republic a matter of importance to Canada. We know to our cost how her financial panic helped to precipitate, if it did not induce, a smaller one here. And we realize that in the same way the aftermath of depression is not having the best of influence upon our own recovery. It is not essential to Canadian convalescence that the States should get well likewise, but her well-being must certainly be most helpful in its tendency.

We cannot, therefore, but regard with interest the propaganda of optimism which has been started in St. Louis, and which shows signs of spreading, as it should do, through the Republic. There is nothing like optimism to clear the shadows from the path, and to make apparent that things are not half so bad as they appear to be. The National Prosperity Association of St. Louis, behind which are all the business interests of the city, has been organized to bring about the return of prosperity at an accelerated rate by means of a crusade of confidence. An effort will be made through the press, through the business associations, and through the traveling salesmen, to encourage the people to see the sunshine that is clearly in the pathway, and to believe that things are much better than the majority think that they are; and that it is only a question of a very short time, how short depends upon the people themselves, for the full tide of prosperity to return.

E. C. Simmons, a wide-awake local merchant, is the chairman of the executive committee of this national movement for the restoration of confidence, and in writing on the project, says that the problem they are undertaking is to quicken the recovery of the States from the disasters of October. The association believes in the power of encouragement, and in the value of showing to the nation that conditions are fundamentally sound and healthy and that nothing now exists but a lack of confidence to restore the measure of prosperity that existed a year ago. "We ask," says Mr. Simmons, "every business man—in fact, every commercial man and house in the country—to lend us their aid, to work with us, to join hands in the gospel of good cheer. If they are pessimists, we want them to become optimists; if they are optimists, we want them to increase their optimism."

We wish the National Prosperity Association of St. Louis the greatest measure of success in the crusade, and trust that the co-operation they appeal for will not be withheld. Cannot we take a lesson from this movement? Cannot all our newspapers, our various great commercial corporations, our industrial and labor organizations combine in a similar hunt for sunshine? We are apparently now getting more sunshine than the States, but Canada could do with much more. We have all the way through preached the doctrine of optimism in this paper. General co-operation throughout the country would soon dispel all thoughts as to depression and hard times.

A COPPER PROBLEM.

In considering the copper situation as it stands to-day in the primary market, and the prospects for the future, there is one point which cannot be lost sight of, and that is, the real fate of the vast quantity of metal which for some six months past has been exported to Europe. Has this metal, amounting to millions of pounds per week, been absorbed by legitimate consumption, or has a large proportion of it been warehoused for speculative purposes? On the correct answer to these two questions depends the immediate well being of the copper market, and unfortunately no one is in a position authoritatively to say yes or no. Any opinion at the present moment must be merely a matter of surmise, based on certain conditions, which may, or may not, be rightly interpreted.

The position is one wherein the wish can readily be made the father of the thought, and the copper expert who is full of confidence as to the future, and sees signs of a growing domestic demand where others are still somewhat blind to them, can be likewise certain that all this exported copper has been used. Vice versa, another expert who is not so confident, and not so sharp-sighted, may be likewise uncertain that the copper has been used. Without imparting to either a desire to bull or bear the market, it is easy, lacking positive information which cannot be obtained, for one man to diverge widely from another on the question. The future alone can tell what really has happened, and is—for copper exports are still a strong feature of the New York market—happening to the metal in Europe. A great rally is anticipated in the States home demand. The electrical companies are expected to come into the market strongly with other users, and a 14c basis is lightly spoken of. When this improvement is under way, when prices leave the present 12¾c to 13c point for prime metal, the figure at which so much of the exported metal was bought—and start to ascend, then we shall see what really has become of the millions of pounds of copper despatched to Europe. If they have disappeared in consumption so much the better for the progress of copper quotations, if not, so much the worse.

Of course, there is no doubt that a large amount of the metal has been utilized for legitimate purposes, but when we consider the tremendous quantity that has been exported, almost a record in fact at a time when trade conditions generally have been none too good, as illustrated in the dull demand for metals all through with the exception of English pig iron, it must be a matter for doubt as to whether all this metal has been used. It is estimated that nearly two and a quarter million pounds of copper have been exported daily for the past six months. This is a tremendous total, and if the metal has been consumed then European cop-

per users must be congratulated upon their manufacturing activity at a time when American houses were at a standstill. The consensus of opinion, based as we have said, upon conditions which may or may not be rightly interpreted, inclines to the belief that the exportation represents an actual legitimate demand and until we know for certain what really has happened the views of the majority must have greater weight than those of the minority. The development of the copper situation will be watched with interest, for the correctness of the above opinion will be of great importance to the future price of the metal.

BUSINESS MEN AND POLITICS.

Ontario and Quebec are in the throes of an election campaign. None should take a keener interest in the campaign than the business men of these two provinces.

The government of a province, to be successful, must be businesslike. Government is only another term for business management. If business men leave the elections to the average politician, they cannot expect the return of men to the legislatures who will follow business-like methods. Grapes are not gathered from thorns, or figs from thistles.

Party exigency is the first thought of the average politician. It is not business necessities or conditions that give him concern. In politics, as in business, you get what you pay for, and too often pay dear for it.

It is unfortunate that the business men of this country who have both time and means at their disposal do not take a more active personal interest in political affairs. There are business men in every community who are in the position to do so, but the call to acquire money sounds louder in their ears than the call to lend their assistance to managing the business of the state. And the second generation of wealthy business families seem as little disposed as their progenitors to enlist their service in the public services.

Money evidently breeds either love of ease or greed for more gold, rather than the desire for useful service to the state.

AN EDMONTON MARKET SERVICE

Arrangements have been made to secure the publication in Hardware and Metal each week of the current wholesale prices obtaining in the city of Edmonton. Hardware and Metal aims at serving the interests of its readers in every part of the Dominion and this important addition to the market service is intended for the benefit of the many readers of this paper in the Province of Alberta. Incidentally, it is also a recognition of the fact that an important wholesale centre is developing in the capital city of Alberta.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Glorious is the only word that describes the weather of the past week for the purposes of seeding and starting a crop. ot even the champion farmer grumbler of the West, and there are some good ones, has had anything to say against conditions for the coming crop. As day succeeded day the weather has grown warmer, so that with the moisture in the soil, the ground has been like one huge forcing bed and the young wheat plants are not only shooting up but are stooling splendidly. Splendid progress has been made with the seeding of oats and already some barley is in the ground, though only in isolated patches.

It is generally conceded that 6,000,000 acres will be sown to wheat alone in the Canadian West this year and a very greatly increased acreage to oats.

The amount of the old crop left in the country is extremely small. The Ogilvie Milling Company this week issued a statement of what they consider the amount still in farmers' hands for sale and have placed it as low as 1,500,000 bushels and while men conversant with the situation declare that this is too small the most optimistic of them do not put it beyond 2,500,000. The receipts continue to dwindle from day to day and the market has gained in strength, culminating in a runaway market Saturday on which July wheat sold for $1.19⅛ and though the price afterwards broke it closed over two cents above the previous close.

* * *

Intense interest has been created here by the news from Ottawa that practically all the findings of the Royal Grain Commission are to be acceded to by the Government and become law. The announcement was only made Saturday morning and there has not been time yet for grain men to digest it and see how they will be affected by it. One of the things that will be hailed throughout the entire West with satisfaction is the intention of the Dominion Government to control terminals. For a long time it has been felt that this was absolutely necessary in the interests of the producers of wheat.

The fact that a sample market and order point for Winnipeg is to be advised is another most important matter, but on this there is great diversity of opinion. The farmers want a sample market and order point without mixing elevators, but that on the face of it is absurd, the one is a part of the other. Of course, the farmers' objection to mixing elevators is the danger there will be of skinning the grade, but by many who have gone into the matter it is held that there need be very little trouble of this kind, with the Canadian system of inspection. The wheat will all have to be inspected out of the mixing elevators and the only regulation that will be required is that when a mixing elevator has once put out cards for inspection they will have to go at whatever grade the inspector gives them, the owners of the elevator not having the privilege, as they have in Minneapolis of taking the cars into the elevator again and doctoring them up so as just to reach the grade and no more.

One thing that will accrue out of making Winnipeg an order point is that if it is an order point for wheat it will be for barley also. This has been a much mooted question here for the past year. The Canada Malting Company have established a fine plant here, and it was their intention to double it, but when they found out they could not have cars of barley detained here long enough to buy on sample, they abandoned the idea of enlargement and began to consider moving to Fort William. Barley for malt must be bought on sample, the grade is no guide to the malster and in a season like the past, when there was so much frosted grain it was quite impossible for barley to be considered on sample at all. As barley for malting brings anywhere from 4 to 8 cents over feed barleys, according to the year, this is a most important matter to Western farmers, particularly as barley is an excellent crop for the purpose of eradicating the weeds with which too many farms have become infested, through excessive wheat-growing and careless cultivation. For a long time it was thought that Western barley was not good for malting but it has proved excellent and in anything like a good season the color is fine. The yield per acre is heavy and altogether it is a very profitable crop.

* * *

Anything that suggests cheaper fuel is always a live topic in Western Canada and the announcement that the Manitoba peat plant was already being rebuilt is of importance. This plant was opened for operation last fall and had been running about five days when it was burned down. It was supposed that the fire was of incendiary origin. Now the plant is being re-built and will be in operation very early in the fall, if not in the latter part of the summer. It is situated at Lac du Bonnet and near to immense deposits of natural peat. The capital in the company is all local and the machine that is used for compressing the peat is patented and has a capacity of 40 tons to the square inch. The factory will have a capacity of 100 tons per day. The peat produced is not only excellent for domestic purposes but can be used for smelting purposes also. The supply of the raw material is almost exhaustible and there is a ready market for anything in the shape of cheaper fuel. The peats are round and about three inches long and just about the density of hard coal.

H.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 62.)

MARKETS IN BRIEF.

Montreal.

Pig Iron—Firm.
Tin—Now at 33½c.
Copper—No change.
Lead—Same quotations.
Turpentine—Marked down 2c.

Toronto.

Pig Iron—Prices revised.
Sleigh Shoe Steel—Down ten cents.
Boiler Tubes—Lower prices quoted.
Turpentine—Another 2-cent drop.
Putty—Down 5 cents.
Whiting—Ten cents lower.
Shingle Stains—Quoted at 75 cents.

MONTREAL HARDWARE MARKETS

Montreal, May 15.—The wholesale houses are all uniformly busy, and although the drive that was noticed last year at this period is not quite so much in evidence, there is very little spare time in the shipping departments. Most of the orders booked are for immediate delivery. Dealers are still disinclined to look much ahead, and future delivery orders are somewhat slack in consequence. There are evidences, however, that the consuming trade is picking up well, and when the dealers once get assured that buying will continue brisk they will probably depart from their conservative policy, and book in larger quantities. The advantage of looking ahead in stock requirements are so obvious that few will keep to their present policy when the way seems clear for them to depart from it.

Glowing accounts of the crop prospects in the Northwest continue to come to hand, and travelers' reports reflect the brighter tone induced thereby. There should be a fine call for harvest tools, as there is a tremendous amount of fresh soil broken in, and the area under wheat will be enormous. Great things are expected from the crops this year, and up to now it does not look as if the country will be disappointed. Rain in the East has somewhat interfered with seeding, but no great damage has yet been done, and with better weather promised farmers are not anticipating any trouble. The country trade is expected to develop in fine style as conditions generally are as favorable as they can be.

Prices keep firm and manufacturers are in a good position to cope with whatever amount of trade may come along. Stocks are in good order and unless a big strain is put upon any particular article, there will be no shortage such as interfered with trade last year. Some heavy shipments have gone off by boats, and altogether the week has been most satisfactory.

Spring Goods—Hose, hose nozzles, lawn mowers and other tools have been moving splendidly this week. Orders are heavier than they were, although only of a sorting up character. Dealers report the opening of a good season for these implements and it is evident that amateur gardening is growing more popular every year. With the warm weather screen doors and window screens are moving out well. Refrigerators, ice cream freezers, ice tongs, washing machines and wringers are in good demand. Prices generally are firm.

Sporting Goods—The athletic season has now started and the supply houses and the dealers all report a good movement. Locally, the opening of the baseball season has created a strong demand for bats and mits, while lacrosse outfits are not far behind. Football accessories are in growing call, and the fact that many dealers are devoting much window space to yachting supplies shows that a good season is anticipated in this direction. Guns and ammunition are in better demand, although the call up to now is not so good as in former years. Prices are practically unchanged.

Builders' Hardware—The threatened deadlock in the Montreal building trade owing to the dispute between the Bricklayers' Union and the Builders' Exchange, has simmered down to very small limits, and there is little interference with building operations at present. Dealers locally are very pleased thereat, as good trade is opening up in builders' hardware. Some new lines of lock sets have been put upon the market. Although not departing in any great measure in design from other sets, they are artistic in appearance and of strong workmanship. They are but another evidence of the improvement that is taking place in builders' hardware. Good quality lines are everywhere displacing the cheap and inartistic article that once was so much in evidence. Lock sets, bolts, butts, push plates and drawer pulls, are all in good demand.

Carpenters' Tools—Encouraging orders have been received this week. Dealers are sorting up their stocks well, although not so heavily as they might do. A strong demand would clear many of the lines out again. Planes, hammers, and saws continue to move well.

Nails—Immediate delivery orders are fair. Dealers report good trade with encouraging prospects. We continue to quote nails at $2.30. Bolts and nuts are in better demand. Stocks in dealers' hands seem to be on the light side. Prices are unchanged.

Railroad Supplies—The starting of work by various construction camps is having a good effect upon the call for these lines and some encouraging orders have been received during the week. Heavier booking is anticipated from now on in picks, hammers, track spikes, wheelbarrows, etc. Prices are firm.

Screws—Good business has been transacted during the week and prospects seem favorable for a better call shortly. We continue to quote discounts at 85 and 10 off for flat head, bright; 80 and 10 for round head, briught; 70 and 10 for flat head, brass, and 70 and 10 for round head brass.

Harvest Tools—These lines for future delivery are not showing the strength they did last year, although some good orders have been booked in forks and scythes. Immediate delivery orders for rakes and manure works are showing better strength.

Enamelware—Orders this week have been fair. Dealers have experienced a better call for enamelware, and stocks are somewhat on the light side. Heavier business is expected by the jobbers. Prices are unchanged.

Cutlery and Plated Ware—With orders improving each day, a good volume of business is being transacted. Dealers report fair business, with the prospects of better trade next month. Stocks are being well assorted for the June wedding call. Cut glass bonbon dishes and other similar articles are also moving well

---

TORONTO HARDWARE MARKETS.

Toronto, May 15.—Business is only normal this week, though most of the jobbing houses report a fair trade doing in general lines. While one or two jobbers have their hands full getting out orders, they are mostly small. Though not exactly satisfied with the state of affairs, those at the head of the larger jobbing houses believe the hardware trade is fairly well off, the weather and everything else considered, and when the warm days come in earnest the business is expected to round to.

Some construction tools and material have been going out from Toronto to the north, and general sorting orders, seasonable spring goods and sporting outfits are lines most in demand just now. The retail hardwaremen are still carrying light stocks and are ordering in small quantities whenever a demand is made on any particular line, and asking for immediate delivery.

Crop reports from the west continue to be bright; the Ontario prospects, too, are very fair, and building reports are heard all over the country. All this sounds like good news and should make the hardwaremen wear optimistic glasses when looking into the near future. Prices remain unchanged, but orders for future delivery are small and few.

Household Goods—A seasonable demand continues for this line. Enamelware and tinware sales are fair, though retailers are carrying lighter quantities than in past years. Washing machines and wringers are going fairly well.

Builders' Hardware—Good trade is opening in this line and sales are increasing weekly. With continuous fair weather these goods will be in strong demand. Prices remain firm.

Mechanics' Tools—Hammers are having a lively call these days, and the other tools in use by carpenters and bricklayers are going out well. Inquiries have given place to sales, and for the next few weeks there should be a more than fair demand for these goods.

Heavy Goods—There is still a demand, though not a very great one, for chain and bar iron. Bolts and nuts are going more freely, as are hammock chains, though horseshoes are about normal.

Spring Goods—Garden tools are much in evidence these days, and very useful sets are to be obtained at moderate prices. Hose and hose fixtures, lawn mowers are moving well, many attractive specials being offered for sale. The gardener is evidently doing things judging by the sales of articles and implements in the retail stores. Refrigerators, ice tongs and articles which will be seasonable when the warm summer days are here, are moving better than many would believe, if evidences were not before a person's eyes—and they are not of the cheaper grades either.

Railway and Marine Supplies — The north country is calling for construction material and one Toronto house at least has been trying to answer the call. While the orders are not heavy the demand shows that the wind is blowing towards better trade. Marine goods are beginning to go out, but sales will be better around the holiday time.

Sporting Goods—Baseball and lacrosse games are to be seen in almost every field and vacant lot and the hardwaremen who are handling outdoor sporting outfits, goods and supplies, are glad they took up this line. The demand will be steady now all summer. Fishing tackle and lines are fair sellers and guns and ammunition are about normal.

Cutlery, Silverware, Plated Ware and Glassware—These might now be classed in a department by themselves, and should be displayed to advantage, as at this time of year they are in demand for presents. Well assorted stocks are to be seen in all the jobbing houses and some splendid window displays are made by some hardwaremen.

Screws and Nails—Unchanged prices rule in these goods. Wire, too, is selling at the same price, and all are going out fairly well.

MONTREAL METAL MARKETS.

Montreal, May 15.—Barring a big drop in tin in the English market, there is very little of importance to chronicle in the metal situation this week. The great stimulation in demand that should have arrived, according to reports, a long time ago, has failed to make its appearance, nor do present indications seem to point to any hope of its immediate approach. The markets are not dead, however. There is steady buying going on, but the large booking ahead the many carload lots that reflect so quickly upon the quotations and make the heart of the merchant glad, are not in evidence. As a matter of fact, it is impossible to prophesy when the demand will make a sharp turn to the good.

We are inclined to believe that there will be no great break, and that the revival—and considering the metal situation as it stands to-day and what it was like at the commencement of the year, there has been a steady improvement all through—will be along the line of slow but steady progress, which, after all makes for stability. There are evidences of a growing desire across the border to help matters along by looking with more confidence upon the present situation, and by impressing upon the nation that there is no cause for feeling depressed. This is the right course to take. There is no doubt that the sick man is getting stronger. The railroads are bestirring themselves again and there is more activity in the electrical business which means much to the copper market and the tin plate concerns are working at nearly normal capacity. With good crops in prospect there cannot but be a brighter outlook.

For the time being the tin demand has fallen off in the States, and with a break in the bulling movement in the English market, lower prices have set in. It is not surprising that this should have happened. The bulls have maintained their position in a remarkable way against a dull home demand, and when the foreign call failed, the circumstances were naturally too strong for them. They may, however, assume control again. It probably depends upon the demand. Copper has been fluctuating in the English market but finishing up a little stronger, now holds pretty firmly. There is no new feature so far as the demand is concerned. There has been a remarkable jump in the English pig iron market, due no doubt, to speculative manipulation. Stocks are low and some squeezing has accordingly set in. Spelter gradually weakens in the English markets, although it is steady East St. Louis. Lead is fluctuating, but holds at last week's basis.

Locally, the demand remains fair. Some good orders have been booked, and inquiries are somewhat more promising. There is a brisker movement to industrial activity, which is helping the metal situation. Prices have held fairly firmly in relation to the primary markets, although there is no hesitation to shade for round lots.

Pig Iron—There has been a big jump in English pig iron this week. Cleveland warrants being quoted at 54s., which is an advance of 2s. 6d. on our last figure. There is apparently some strong manipulation going on, rendered possible by the low stocks, and probable stimulation in the Continental demand. Shipments to the American continent must also now be taken into account. There is a growing opinion in the States that a reduction in finished steel prices will be made before the month is out. All the important steel interests outside the United States Steel Corporation are apparently in favor of a reduction, and it is hopes that the steel magnates will give way. The coming Gary dinner, therefore, is looked forward to, as some indication of the Steel policy will in all probability be given then. The pig iron market continued depressed with price-cutting fairly general. The Lake Superior ore interests are still holding to the policy of maintaining last season's prices.

Locally, some good shipments have been made, and fair orders booked. Prices remain steady at: Middlesboro, No. 3, $18; Summerlee, No. 2, $20.

Tin—There has been a big break in the English tin market, prices having dropped to £138 7s. 6d., a decline of £4 17s. 6d. on our last quotation. This, coming on a falling market the week before, shows ominous signs of a break in the bulling movement that held up the primary markets so long. The New York demand has fallen off for the time being. The tin plate concerns seem well supplied, and with the withdrawal of the foreign consumer, the London market has to rely upon the home demand, which is not particularly good. The opportunity has not been neglected by the bears who apparently are hammering prices. How the fight will turn will depend upon the condition of the demand, and the probability of any further spot scarcity in New York. Locally, the demand is on the quiet side. Prices have been again cut, and we now quote 33½c for good round lots.

Copper—After a sharp drop copper has strengthened again in the English market and quotations are marked at £57 2s. 6d., an advance of 2s. 6d. on last figures. Quotations in New York, have held very firmly, and the price for casting metal has been maintained around $12.60. Considering that the English market has hitherto influenced the New York one, owing to the foreign demand being the mainstay of the latter, the fact that recent fluctuations across the Atlantic have not affected new York quotations seems to show that the home demand is stronger, and that conditions are so much better that merchants can now hold prices despite the influence of London. The situation does not by any means seem a weak one, and it looks as if prices will be firmly held at the present basis, especially as the English market is firmer again. Locally the demand is about the same with quotations unchanged.

Lead—Lead has become stronger again, being quoted at £13 against £12 15s. Lower prices seem to have stimulated the demand, and the market ready to respond to the slightest influence either way, has become firmer. Whether or not this better demand will hold remains to be seen. Locally, prices are unchanged at $3.80 for imported pig.

Spelter—Spelter is still on the decline in the English market,

TORONTO METAL MARKETS.

Toronto, May 15.—Sensational speculative movements in foreign markets continue, tin being in the limelight this week with nearly a £5 drop in London since the first of the month. The combination which has controlled the market and maintained prices in the face of a very light demand has been weakened by one operator moving over to the bear side of the market. The expected demand has not developed and while there has been a good deal of buying, the bulk was in small lots. Consequently a break had to occur and the artificial strength of the market has disappeared.

Copper, too, has been subject to speculative influences, but as it has been more in the nature of rumors, there has been no break in the market—merely a shading of prices of from ⅛ to ¼ cents. The talk has been of a movement to depress the market by large buying interests who desire to book up large quantities at bottom prices before the expected advance occurs. The producing interests, however, are looking for an increased demand and better prices, and they are not likely to be affected by any bear movement.

The pig iron situation in the States has been relieved somewhat by the breaking up of the combination and the establishment of an open market. While talk of $10 iron at Birmingham has been shown to be more rumor than fact it is considered probable that increased competition will develop lower prices unless some furnaces retire from the market. This will, of course, encourage buying and help to bring the market back to a more stable condition. Regarding the situation of iron in the Northern States the New York Journal of Commerce says:

"One manufacturer of hardware in Connecticut is in the market for 2,000 tons of foundry grades, and another has put out inquiries for 2,000 to 3,000 tons for deliveries extending into the third quarter, while another special inquiry is for 4,000 to 5,000 tons, but the actual placing of any of this business in the near future seems very problematical. A few carlots of No. 2 Northern foundry here sold at $18 delivered in New England, equivalent to $15.90 at Eastern Pennsylvania furnaces, but other northern furnaces are quoting $17.50 delivered in New England, which is on the basis of $15.40 in the Lehigh Valley and $15.05 at Western New York furnaces. One lot of 150 tons 2¼ per cent. silicon sold at $18 delivered with a $2.10 freight rate."

"Probably the most significant feature is the sale of standard Bessemer iron in the Central West at $14.85 furnace, and some very low prices for foundry iron are rumored to have been made."

Estimates of local jobbers regarding the volume of business being done agree that the volume of tonnage is equal to about 75 per cent. of the total a year ago. The lower prices, however, will bring the value of the business transacted down to probably 50 per cent. of the figures for 1907. Buying continues very satisfactory for present consumption, indeed, a steady improvement is noticeable, but what the market really lacks is the confidence of consumers willing to book business ahead for future use. Until this confidence returns, the majority of the transactions will be small—though just as expensive for jobbers to handle as larger orders.

Pig Iron—It is safe to say that the undertone of the iron market is firmer although nominal prices have been lowered in America. With the removal of the controlling factor which was maintaining prices artificially, there will be a better feeling, and orders will be placed more willingly. Low stocks in England are also strengthening conditions there and it would not be surprising to see a good run of business, sufficient, possibly, to force prices up several points. Locally we have revised prices as follows: No. 2 Canadian foundry, $18.75; Middlesboro and Summerlee, No. 3, and Cleveland No. 1, $20.25.

Sleigh shoe steel has also been marked down to $2.20 and iron finish machinery steel to the same figure. Boiler tubes are also subject to a new list, showing lower prices.

Tin—The London and New York markets for ingots have both seen sensational declines during the week, the forces controlling the English market having loosened their control. The drop equals about 1½ cents and while it has not yet affected the local market materially some shading is being done and a failure of the foreign market to recover will bring a revision of our quotation of $32.50 to $33.

Plates and Sheets—Galvanized sheets have been subject to a steady demand, and the falling off in this line will not be as great as in tin plates or black sheets. No price changes have taken place on any of these goods.

Copper—Rumors of possible declines and advances have been the features of the week's doings, the net result having left the local market unchanged at 13½ cents for casting ingots. Under present conditions there does not seem to be much to support an advancing movement, but the idea is entertained in many quarters that higher prices will soon prevail.

Lead—The London market has not gained in strength. Trade is dull and local prices continue at $3.80 per 100 pounds for foreign pig.

Spelter—The demand is improving as a result of an improvement in the galvanizing trade. Local prices for foreign continue at $5.

Old Materials—Inactivity still prevails and dealers' stocks are heavy. Their offerings, therefore, are largely nominal. We quote: Heavy copper and wire, 11c; heavy red brass, 9¾c; light brass, 6c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $9, and stove plate, $11.

U.S. METAL MARKETS.

New York, May 14.—The Iron Age says: All semblance of co-operation among makers of foundry pig iron in maintaining prices has disappeared, and many of those who have steadily refused to meet the slowly declining market are now offering foundry at the prices which have been really ruling for some time. In isolated instances even these prices have been shaded by producers who were acting in harmony with the others. The co-operative movement had its strongest adherents in the eastern Pennsylvania and in the Buffalo districts. Naturally they had accumulated considerable iron, but the two groups are composed of financially sturdy concerns, who may decline to participate in a wild scramble for business. The eastern furnaces particularly are hampered by high-priced old contracts for ore and coke. The Buffalo group are better situated in that respect. The two meet in the territory north of Albany and in New England.

The pressure of the southern makers is on all markets. No. 2 foundry iron at $11.25, Birmingham, which has been done, means $15.50 delivered at tidewater points. Philadelphia and New York and $16 in New England harbors, which is $1 per ton and more below the lowest which eastern Pennsylvania furnaces have yet been willing to go. Of course, the latter are in a better position at interior points, and the question of quality plays some part. Southern iron in the central west meets valley and other furnaces on the basis of $14.50 at valley furnace.

The situation then is that there have entered the market a number of sellers who have the disposition to meet it. Just how far they must go, or are willing to go, is the question on the one side, while buyers must decide what price seems safe to them to contract for at least a part of their requirements for the third and fourth quarters. Some sellers do name prices for the latter delivery, but they are anywhere from 50 cents to $1 higher than those at which they are willing to book third quarter business.

There is one feature of the situation which should be frankly referrred to, and that is the fact that a powerful interest made the proposal some weeks ago to clear the situation by an open drop to $10.50, at Birmingham, for No. 2 foundry. That proposal, seriously made at the time, has been kept in mind by the trade and has raised the expectation that that figure represents the true safe bottom. The impression at the time, however, was that it was a threat rather than the announcement of a future selling policy.

The finished trade on the whole is rather dull. Buyers are holding back to some extent in the hope that a readjustment of prices may soon be made, it being known that many of the active selling forces are no longer in sympathy with the policy of maintaining prices. In some instances, however, work which had been held back for months has been finally placed.

"BUSTER BROWN" WAGONS.

The Woodstock Wagon & Mfg. Co., Ltd Woodstock, Ont., are introducing to the trade the "Buster Brown" express wagon, a substantially made miniature wagon, and not a mere toy to be thrown aside in a few days. It is claimed to be the finest and strongest express wagon in the market, and the use of identically the same classes of materials as enter into the construction of their widely known make of farm and freight wagons, where strength and endurance are the prime factors, is a safe guarantee that any dealer who undertakes to handle their express wagons as a regular line will not make any mistake. Dealers will do well to write for a catalogue and discount sheets, as the sales of this line will be heavy during the summer months.

SITUATIONS VACANT.

WANTED—By the manufacturers of a composition roofing, traveller having good connection with hardware trade throughout Province of Ontario. Splendid chance for competent man. Apply Box B., HARDWARE AND METAL, Montreal.

Quebec and Maritime Provinces

Window Display Made by Montreal S tore—Optimistic Report of Business Conditions in the Maritime Provinces—Sydney's Steel Plant in Full Operation—New Industry for Sherbrooke, Que.—Large Increase in Membership in St. John Board of Trade—Fire Escapes for St. John Schools.

HALIFAX.

May 11.—A strike of the bricklayers' and masons in Halifax has caused a suspension of work on several large contracts in this city. The men demand an eight-hour-day, which the master builders have refused to grant. There is no immediate prospects of a settlement, and the strike may extend to other trades.

* * *

Hon. W. T. Pipes, the Commissioner for Works and Mines, has just awarded the contract for the new Technical College in this city to Faulkner & McDonald, of Sydney. Some time ago tenders were called for this building, but as they were very high, one of them reaching $148,000, it was decided to ask for new tenders. Several changes were made so as to reduce the cost. The present contract is $110,000. The contractors have already started to prepare the site, and it is expected that the college will be ready for occupancy by next autumn. Building operations promise to be brisk here this summer. An extension is to be made to the Halifax Hotel at a cost of $40,000, and the Queen Hotel is being enlarged, at an expenditure of $30,000. The new Church of England Cathedral is now under contract for $125,000, and working is being pushed forward at the new railway round house. The brick addition to the Supreme Court building will cost $25,000. Besides these, numerous small contracts have been awarded.

* * *

Trade is reported good all around, and the jobbers are kept busy filling orders. Collections are quite satisfactory. The large disbursements of cash at the big industrial centres keeps business in healthy condition. All the coal mines are working full time. On the last pay day the Cumberland Coal & Railway Company distributed $42,000 in wages among its employes in Springhill.

* * *

Hon. J. D. Rolland, of Montreal, president of the Canadian Manufacturers' Association, and G. M. Murray, the secretary, were visitors to Halifax this week, and held a conference with the members of the branch in this city. Mr. Rolland is favorably impressed with the sound business methods in the Maritime Provinces, and thinks that the outlook for the future is most promising. The banks here, he says, are conducted on sound principles, and have assisted very materially in the late financial crisis in saving the situation. The natural resources of the Province are wonderful, and should be fully developed. He strongly advocates the establishment of steel shipbuilding, as we have the iron, steel and coal, and he thinks that with a little Government assistance, the industry could be made to pay.

* * *

All the industries in the Province are running full time, including the Dominion Iron & Steel Company's plant at Sydney. This is in marked contrast to the conditions in the United States, where the big iron and steel plants are only operating at about 25 per cent. of their capacity, and some of them only 15 per cent. W. C. Mitchell, superintendent of the Dominion Steel Plant, who has just returned from a visit to the big American plants, says that the steel makers there were surprised to learn that the Sydney Plant was being operated at its full capacity.

* * *

Considerable effort is being made to boom the copper properties in Guysboro County, N.S. Work on several areas will be commenced this summer.

* * *

J. Dix Fraser, formerly assistant director of works of the Dominion Iron & Steel Company, has left for Fort William, where he has been appointed general manager of the Atikokan Iron Company.

ST. JOHN, N.B.

May 12.—The St. John Board of Trade is attempting to arouse a more general interest on the part of business and professional men in the work of the board. Recently what is termed a "Booster Committee" was appointed and as a result of their efforts for a week sixty-five new names were added to the roll of membership at a meeting on Friday last, bringing the total membership up to 282. It is the aim of the members to bring the number to 500 before the end of the year and judging by the way they have started out they will achieve their purpose. The board will in future take an active interest in all matters affecting the welfare of the city.

Hon. J. D. Rolland, president of the Canadian Manufacturers' Association and G. M. Murray, secretary of that body, addressed the members on matters of interest. It was arranged that W. S. Fisher would attend the meeting of the C.M.A. at Toronto, on May 20, as representative for the St. John board, when a new form of bill of lading will be drawn up.

Mr. Rolland and Mr. Murray arrived here on Thursday, May 7 and were banqueted at the Union Club in the evening by Charles McDonald, manager of the St. John Iron Works, and representative in this province for the C.M.A. About 40 of the leading manufacturers and business men were present and some excellent addresses made. The visitors inspected many of the local industrial establishments.

* * *

The big wood-working factory operated by J. & J. D. Harquail, at Campbellton, was totally destroyed by fire on the morning of May 9. Two drying warehouses with a large stock of dry lumber was also burned. The loss is estimated at over $50,000, with insurance of $20,400.

* * *

Geo. E. Corbitt, of Annapolis, N.S., who owns considerable mining property in the sister province, is now examining some properties near Musquash, N.B., with the view of developing iron mines there on an extensive scale. Mr. Corbitt is accompanied by a competent engineer, and he expects to strike some very rich deposits. He thinks the Province of New Brunswick has an almost unlimited supply of mineral wealth that only awaits development.

"It is a mistaken idea," he said, "that lumber and fish are your principal assets. There is plenty of iron and copper, and other minerals if the people would only awaken to the fact and develop the mines."

* * *

Dr. C. A. Murray, J. A. Nile, E. A. Smith, G. J. Sproul and Reid McManus, of Moncton, are asking for incorporation as the Westmorland Power Company. They seek authority to construct and operate a street railway in Moncton, Shediac and Albert and Kent Counties; to generate electrical power, engage in coal mining and carry on light and power business generally. The City of Moncton is also seeking a charter to build a street railway with the object of leasing it. The Westmorland Power Company say they would not lease the city charter. It is possible the Moncton City bill may be abandoned.

* * *

A delegation of Chatham merchants has asked the Provincial Government to compel the St. John Exhibition Association to change their dates for this year's exhibition so as not to conflict with the Chatham dates. The Government has promised consideration of the matter.

* * *

Commencing on the first Saturday in June, the hardware stores of the city, both wholesale and retail, will close at 1 o'clock on Saturday for the three summer months—June, July and August. The custom of having the Saturday half-holiday has been observed for the past nine years.

* * *

R. B. Emerson, of the firm of Emerson & Fisher, has been appointed by the Provincial Government, chairman of the

St. John School Board and has entered on his work with businesslike directness. A recent report from a special committee set forth the fact that St. John school building are not safe in the event of fire. Mr. Emerson has called upon the board to support him in taking such measures as may be necessary to provide for the absolute safety of the children in the schools.

* * *

Emerson & Fisher, hardware dealers, of this city and proprietors of the Enterprise Foundry at Sackville, have issued a newspaper in the interests of their stove business. It is called the "Enterprise News" and is printed on good coated paper and will be issued "once in a while." It is devoted to the interests of the Enterprise Foundry and contains a lot of valuable information about the stoves that the firm produces, as well as other interesting reading matter. As an "ad" it should be a success.

SHERBROOKE, QUE.

May 12.—The new Y.M.C.A. building formally opened on May 1, contains a fully equipped gymnasium and running track, swimming tank 20'x36', shower baths, etc., two bowling alleys, reading and lecture rooms, class rooms for the educational department, and forty bedrooms, with hot and cold water in each. The building is heated by steam and is fireproof throughout. The cost was somewhat over $35,000, which was collected before building operations commenced.

* * *

Sherbrooke water department are all ready to go ahead with the proposed sewerage extensions.

Tenders closed last night at the city offices for laying the water pipes in connection with the important city water works extension. The tenders were for trenching, refilling and laying about 13,000 feet of 20-in. C.I. pipe, 7000 ft. of 16-in., and 500 ft. of 24-in., the whole to be completed by the 8th of October, 1908. The total expenditure in this connection will be in the vicinity of $150,000.

* * *

The Improved Paper Machinery Co., of Nashua, N.H., has decided to locate their Canadian factory here, and will begin operations at once. The city will give them a bonus of $5,000 with exemption of taxes for 10 years.

* * *

Quite a blaze occurred in the factory of Thompson & Co. last week. The stock room was practically all destroyed. This firm makes and supplies bobbins and spools for nearly all the cotton and cordage mills in the Dominion. The loss is about $3,000, and is covered by insurance.

Trade Doings in Ontario

Suggestion Made That All Stores on Main Street, Galt, Be Painted in One Color—Hammock Factory Established at Galt—Chatham Retailers Pushing Their Fight Against Cartage Charges—Kingston Merchants Pay Customers' Railway Fares to Town—Brantford Reports a Revival in Bicycle Trade—London May Get a Supply of Natural Gas.

KINGSTON.

May 13.—Merchants report that trade has been steadily on the increase for the past month, but it is not nearly up to what it should be for this time of the year, on account of the continued wet weather. Saturday is always one of the best and busiest days of each week for the merchant, and they have not had a dry Saturday for the past six or seven weeks.

* * *

At the annual meeting of the Board of Trade, held last week, W. B. Dalton, hardware merchant, was re-elected treasurer for the coming year.

* * *

The new observatory building to be erected at Queen's University will be of stone and will cost $2,500.

* * *

A building company, to be known as the Kingston Artificial Stone and Construction Company, has been formed here. E. R. Beckwith, formerly city engineer, who has begun practice on his own account, will be the consulting engineer, with J. O. Hutton as secretary-treasurer. Stanley A. Button, architect and engineer, of Winnipeg, is to act as manager of the company.

* * *

The offer of certain Kingston merchants to give out-of-town customers, who come in on the various railways, a first-class single ticket free to their homes in the event of their purchasing $10 worth of goods, is meeting with encouraging acceptance. Thursdays and Fridays, the days on which the tickets are issued, see many people coming in from the surrounding country, bent on making purchases from these merchants to the value of, at least $10. Some of the customers display a commendable shrewdness and certainly see that they get all that is coming to them. For instance, a woman who was accompanied by her daughter made purchases to the amount of $20 and therefore felt entitled to two tickets, one for her daughter, and one for herself. The merchant at first hesitated, but the woman pointed out that if she had so chosen, she could have allowed her daughter to buy $10 worth of goods, which would then have entitled her to a ticket, according to the terms of the offer. The merchant saw the force of the argument and got both the mother and daughter a ticket.

* * *

Several of the young men of Kingston are leaving daily for the Wilbur Iron Mines, seventy miles north of here, where they are receiving employment for the summer months. The company has a contract to turn out 5,000 tons of iron ore a month for the Clergue Company, Sault Ste. Marie. The ore is of the magnetic kind and runs 50 per cent. iron.

* * *

The Shipway Iron and Wire Manufacturing Company, of Toronto, who were given the contract for erecting fire escapes on the schools of this city, commenced the work this week. The collegiate institute will be fitted out first and the work will be pushed along as quickly as possible.

PETERBORO.

May 12.—A new Anglican Church is being erected in Hastings this year, the corner stone of which was laid on Monday, May 11.

* * *

Since the beginning of the present year, fifty building permits have been taken out in Peterboro.

* * *

Farmers in the county of Peterboro give varied reports on the outlook of the crops for 1908. The spring in this district has been somewhat backward owing to recent cold rains and frosty nights. All low land is under water and it will be some days before it can be sown. The past winter, however, was a good one for fall wheat and clover on account of the large amount of snow and the farmers claim that if visited by no more frosts both the wheat and clover will be good crops.

* * *

The English Canoe Company shipped fifteen Hudson Bay canoes to London, Eng., to the head office of the Hudson Bay Company. A dozen more will be shipped this week to Nepigon and Biscotasing in New Ontario.

* * *

The Peterboro Hydraulic Power Co. intend increasing their power-producing capacity and have purchased new wheels from the United States. They will develop about 750 additional horsepower.

HAMILTON.

May 13.—The hide-and-seek game which the weather man has been playing has resulted in another change for the better and this week the hardware retailers have experienced a slight brush up in trade. The sporting goods dealers are also reaping the benefit and if anything are receiving a little the better of the argument. The demand for base-

ball and other sporting paraphernalia is on the increase and if the present fine weather continues the local sporting goods dealers should have no cause for complaint. The demand for bicycles remains about the same, the revival taking on a hopeful aspect.

* * *

Much regret was felt here this week at the announcement of the retirement of Court Thompson from the employ of the Gurney-Tilden Company. Mr. Thompson had been with the Gurney-Tilden firm for a number of years and he was very popular with the trade. He has accepted a position with the Union Metallic Cartridge Company and Remington Arms Company, of New York. He will represent these companies in Quebec, Ontario, Nova Scotia, New Brunswick, Newfoundland and Prince Edward Island and will be the sales and shooting representative at all of the Canadian tournaments. Mr. Thompson was an enthusiastic member of the Hamilton Gun Club and while his numerous friends will be sorry to see him leave Hamilton they will rejoice in the excellent promotion which he has received.

* * *

The Ontario Wholesale Grocers' Guild in session here on May 6 took a decided stand against the Co-operative Bill, which was railroaded through Parliament last session. E. M. Trowern read a paper in which he severely condemned the bill and the meeting adopted a motion against the bill.

Another item of the convention which will be of interest to the trade in all lines was a paper read by H. C. Beckett on "The Importance and Value of Trade Associations and Their Relations with the Government." In it Mr. Beckett said that heretofore trade associations had been looked upon by the general public with suspicion, as combines and nothing more, people did not realize that they were necessary to promote health and honorable trade conditions, while without them the problems confronting business men would go unsolved, unchecked. This impression was due, thought the speaker, to an irresponsible press which misled the parliamentarians who, in their blindness and ignorance of the wants of the trade and public, railroaded bills through Parliament without knowing the true state of affairs.

* * *

John Lennox and City Solicitor Waddell have formed a company for the manufacture of pay-as-you-enter fare boxes for the use on street cars. They will establish a factory in Buffalo or some other American city where the demand for such contrivances is growing and when the demand for them justifies the establishment of a factory in this country they will in all probability build in this city. They have secured patents on the new fare box in all the principal countries.

BRANTFORD.

May 13.—The topic of interest in this city continues to be the strike of the molders at the Buck Stove Works. The men, to the number of nearly a hundred, went out on April 1. They alleged that defective material, resulting in inferior product for which wage reductions were made so militated against their interests that it became necessary to ask the firm for better material. The firm, on the other hand, claimed it was doing the best it could by its employes and could not grant their request. As a result the strike ensued. The firm filled the places of the men with strike breakers. Between these, some of whom are quartered at the works, and the union men, there have been frequent passages, which have resulted in police court cases.

* * *

The American Radiator Company, with headquarters in Chicago and a Canadian branch in this city, resumed operations last week, after being closed down all winter and spring. A change has been made in the local management, the superintendent, Mr. Harley, having resigned. His successor has not yet been named. The company, when operations are under way, may employ seventy or a hundred men.

* * *

A. E. Petty, of Hamilton, has written the city council asking assistance in securing a suitable site for the location of a factory for the manufacture of emery wheels. He wants to start operations at once. No financial aid is asked. It is possible that a part of the American Radiator plant may be used temporarily. About fifteen hands will be employed at the start.

* * *

J. H. Hall & Company, machinists, now located on Dalhousie St., have decided to erect a new concern in the vicinity of the Brantford Box Works. They have secured a site and are asking the city council for a fixed assessment of $2,000 for a period of years, probably ten. This will be granted, as it is the policy of the council to encourage industries of this character.

* * *

Manager Johnson, of the local opera house, which was destroyed by fire recently, announces that he will erect a new theatre on the Stratford Skating Rink property in this city. The building will probably be worth $20,000 or $25,000. Plans are now being prepared and as the work is to be done this summer tenders in the various lines will be called for at once.

* * *

Local dealers report a revival of the bicycle trade. Nearly all are carrying a big line this spring. The late weather has affected the sale appreciably the last two weeks, but it is expected that May and the early part of June will prove a good season. Many of the purchasers are securing wheels merely for pleasure purposes.

* * *

The Pratt and Letchworth Malleable Iron Works in this city are reported to be unusually slack and more men have been laid off this last week. At present only 175 men are employed, whereas at this time last year 700 men were on the regular pay roll.

CHATHAM.

May 12.—The series of rural burglaries in this vicinity continued practically without intermission last week. On Tuesday night Merlin was visited and J. A. Halliday's general store and Smith's jewelry store entered. The robbers also endeavored to enter the Molson's Bank, but were driven off by the clerks, a revolver fusillade ensuing. Thursday night H. J. Merritt's grocery at Louisville was entered, $100 in goods and $15 cash being taken. The same night burglars swooped down on Ridgetown. The Leitch Veneer & Basket works, Newman & Co.'s office and the R. Watt & Co. machine works were visited. In all cases only small sums were secured. The news that four suspects were run down on Sunday by Provincial detectives at Belle River came as a great relief to rural merchants.

Merlin was visited early Monday morning by a disastrous fire, five buildings being consumed. Among the victims was the National Supply Company, dealers in oil men's hardware and supplies. The exact loss to their stock is not yet known here. The total damage caused by the fire is approximately $50,000.

* * *

Cartage charges were once more a leading theme of discussion at the monthly meeting of the local branch of the Retail Merchants' Association on Tuesday evening.

Following their recent action in refusing to pay cartage charges at the shipper's end of the line, the retailers decided, on motion of D. J. O'Keefe, a leading and aggressive grocer, to bring the meeting before the Provincial Association. The following is the resolution:

"That the secretary be and is hereby instructed to formally bring the question of cartage charges before the Provincial Association and ask them for assistance and co-operation in abolishing the present system of paying cartage charges at both ends."

The local retailers are apparently determined to fight the matter to the finish. It should be borne in mind that their fight is solely against assessing the consignee for cartage charges at the point of shipment. Against the charges made for cartage here there is no protest, though a contrary impression seems to have gone abroad.

* * *

Peter Cunningham, hardwareman, states that he has found the cards issued by the local merchants very effective

GUELPH.

May 13.—Frederick Smith, plumber, of this city, has secured the heating and plumbing contract for an extra storey to the Elliott Home. He has also secured a nice heating contract in Acton, and at present has on hand the heating and plumbing contract for the renovated offices of the Traders Bank.

* * *

The Retail Merchants' Association held a meeting last week, when the half-holiday question again came up. It was decided to abide with the last decision, namely, not to have it this year, and nothing more in respect to the matter will be heard. The question of placing advertising on the score cards and programmes for the international baseball team and kindred enterprises came up and it was decided to leave it to the honor of the members of the association not to place any advertisements, except in legitimate advertising.

* * *

J. Latch, of Guelph, has rented the old Byrd Store, Hespeler, and has opened a hardware business there. Herman Matthews has charge of the tin department.

* * *

Bernhardt and Gies, Preston, have received the contract for the sanitary plumbing of the new Galt, Preston and Hespeler depot at Hespeler.

* * *

The water commissioners have selected the property on Horsman's Hill, known as the Fleming property, for the erection of the standpipe of the water works extension. This point is the highest in the city, and there will be high pressure, for fire purposes when needed. Engineer Davis has submitted plans for the erection of an addition to the present pumphouse, 40 feet square. It will be of stone, and tenders will be called for it immediately. When the contemplated extensions and additions are made to the waterworks, Guelph should be able to secure a far lower insurance rate.

* * *

A despatch from Palmerston gives a striking instance of the departmental store plan of buying goods. A couple of ladies there saw advertised for $4.49 a dinner set of 97 pieces. They sent away for a set each, but when they arrived, with 90c. for freight, it was found that the sets were old style dishes and very poor looking. They endeavored to get a Palmerston merchant to take them off their hands as part payment on a higher priced set, but the storekeeper rightly refused to do so and the ladies still have the dishes.

* * *

Mahoney Bros. are busily engaged in overhauling the plumbing and heating of the Wellington Hotel, which has again changed hands, the new lessee being E. Clancey, of Toronto. Harry Mahoney says he is looking for May 24, when he will break all records for trout fishing.

* * *

Advertisements have been published, calling for tenders for the sale of the Clinton Thresher Co.'s plant and buildings, tenders to be opened on Monday, June 15.

* * *

The windows of the local hardware dealers contain several fairly well trimmed windows this week. The Bond Hardware Co. show a window of paint, and one of fishing tackle. McMillan Bros. have a sporting window and a spring garden window, while G. A. Richardson is showing a line of refrigerators, in preparation for the summer months.

* * *

G. A. Richardson has received the contract for the supplying of the local international baseball team with supplies.

* * *

The tender of H. Occomore and Co. for heating St. Patrick's Ward school, and also the one for metallic ceilings be asked for putting metallic ceilings in five rooms of the Central School and for rooms of the Central School and for painting twelve rooms.

* * *

The Page-Hersey Iron and Tube Co., start on full time again this week, when the night and day shifts will be commenced, and the company hope to maintain full time throughout the summer.

* * *

It is the purpose of the Board of Education to erect a new school in St. James' Ward before long, though possibly not this year.

LONDON.

May 12.—With the advent of fine, warm weather, jobbers and retailers notice a substantial improvement in business. The same may be said of trade in tinware, enamelware, etc. Hardware travelers are more optimistic than ever. They report that crop prospects were never better and there is an abundance of pasture. A continuance of present weather conditions will certainly make business hum.

* * *

A company is being organized here to pipe natural gas from Port Dover, on Lake Erie, to London, a distance of sixty miles, St. Thomas, Woodstock, and neighboring places. A large tract of proven territory has been secured and seven wells, producing 3,700,000 cubic feet per day, have already been put down. There is room in proven territory for one hundred wells and if in these the present average production per day is maintained, there will be an available supply of 53,000,000 cubic feet per day. The pressure averages over 600 pounds to the square inch, the strongest yet shown in the territory. It will take ninety days to lay the eight-inch iron pipe line, and the promoters expect to have the gas in London where it will be distributed by the City Gas Company before snow flies again. That natural gas will be a big boon to London, where there is a market for 5,000,000 cubic feet per day, there can be no doubt.

* * *

Mr. Briggs, manager of the McClary's advertising department, is confined to the hospital with tonsilitis.

The McClary Company have just finished planting a number of climbing vines in front of their works on King Street, and in due time the walls of the big buildings will be covered with foliage.

GALT.

May 13.—Trade in Galt is not as brisk as might be the case. Nevertheless, the hardwaremen recognize the fact that the depressed financial condition must have some effect on their business and consequently are looking forward hopefully to the future.

* * *

A movement has been inaugurated in a western Ontario town, which, if carried out, will result in all the buildings on the Main Street being painted in one color. This would be a scheme for the business men of Galt to consider. It would mean business and have a harmonious appearance.

* * *

Lockhart & Co. have just completed some elaborate plumbing fixtures in the new residence of F. D. Palmer. Scott & Bennett are also engaged in extensive operations in private homes.

* * *

The Town Council and the Board of Trade is considering a proposition whereby an automobile factory at present located in Detroit may be removed to Galt. The concern is said to be in a flourishing condition, and if reasonable arrangements can be arrived at, the industry will probably locate in this town, and one more added to the already long list of manufactories in the Manchester of Canada. It is expected that the matter will be dealt with at the council meeting on Monday next. R. M. Jaffray is at present in Detroit looking into the affairs of the concern.

* * *

A deputation from the Galt Council and Board of Trade will appear before the Railway Commission in Toronto on Tuesday next to protest against the town being made to pay any proportion of the cost entailed by the construction of switches to carry out the interswitching order recently granted by the commission. Interswitching, when it becomes operative, will prove of great benefit to local manufactories, as it will then be possible to load and unload goods at the doors of most of the factories.

* * *

It may not be generally known that hammocks are manufactured on a large scale in Galt. Nevertheless, such is the case, and a visitor to the establishment of Newlands & Co. on North Water St., would be surprised at the number of high-class hammocks which are being turned out daily. The hammocks are designed and entirely manufactured on the company's premises. Percy Fitch is the designer, and the construction work is being handled by Jas. Bennett. This branch of the business has been in operation for only a short time, but the success with which hammocks made in Galt are meeting justifies the statement that before long the making of hammocks will be numbered among Galt's chief industries.

* * *

The retail merchants of Galt are making big preparations for the annual convention of the association to be held in Galt in July. The visitors will be given the time of their lives.

West of the Great Lakes

Zinc Smelter Being Established at Greenwood, B.C.—Bicycling to Boom at Vancouver This Year—Vancouver Firm Sells Part of its Business to Chicago Manufacturer—Calgary Preparing for Dominion Exhibition—Regina May Get Steel Range Factory—Extensive Construction Work at Edmonton.

SASKATOON.

May 9.—Business in builders' hardware is picking up considerably. Warm weather goods are now to the fore, such as screen doors and windows, camping outfits, ice cream freezers, water coolers and refrigerators. Paints are also on exhibit, but there is not much doing in the painting line yet, For the past few weeks a good trade has been done in homesteaders' and farmers' supplies, and a great many newcomers have gone out on the prairie this spring to break up the soil.

* * *

J. E. Moser, late with the firm of Caverhill & Learmont, Winnipeg, is in town this week. He intends locating in the west in business for himself.

Elford & Cornish, the First Avenue plumbers, have fitted up the front part of their premises as a show-room, where they display samples of the lines of goods they handle.

CALGARY.

May 9.—The prospects throughout Alberta were never brighter than they are today. Rarely have they been so good. The weather has been most favorable. In Calgary and vicinity the month of April saw a number of rains, and in southern Alberta, the home of "Alberta Red" wheat, some soft snows fell. The latter is even more appreciated by the farmers than the rain, as the moisture sinks into the ground more gradually and results in greater good. The latest reports af seeding conditions are to the effect that from sixty to ninety per cent. is completed and that the weather is favorable. This is considerably in advance of the conditions at this time last year. In reports of fall wheat such optimistic phrases as "In good shape," "Looking fine," "In good condition," etc., are invariably met. The winter was quite open, although there were occasional snows, and exceptionally mild.

* * *

Conditions in Calgary are fair, and the prospects excellent. The city suffered from the general depression, but is recovering strongly. There are few cities which face brighter prospects this year. The Dominion Fair is helping considerably, and will yet help more. The building being done on the grounds is extensive. Careful estimates of the attendance to be expected place the totals as high as 10,000 per day. With this in view, a considerable amount of other work is being rushed to completion. The centre block of the new Canadian Pacific station will be in readiness. The walls are completed, and the interior fittings will be going in very soon. Two subways under the C.P.R. tracks, on which more than a hundred men are working, will be completed by that date.

On Wednesday, May 6, by very large majorities, the ratepayers endorsed by-laws representing a total expenditure of $285,000. Of this amount $175,000 is for waterworks extension; $44,000 for construction of subways, completion of trunk sewers, etc.; $25,000 for electric light extension, and $14,000 for the construction and equipment of a second refuse destructor. Of these sums, that for waterworks and electric light extension mean an increase of revenue for the city. In addition to these, an overwhelming majority was given for the construction of a public library, towards which Andrew Carnegie has offered to contribute $50,000.

* * *

The tale is not told of the work which will be done this summer upon public buildings and improvements. This year will see the construction of the $345,000 gravity water system, by which Calgary is to be supplied with the pure water of a mountain stream, taken 12 miles above the city. The Government is construsting a $90,000 registry office and completing a strikingly neat and handsome Normal school building, of the $200,000 class. And the city has under consideration a beginning of pavement construction, while the bulk of the work on the new city hall will be done this season. Its foundation is now completed.

* * *

With regard to other building, the prospects are good, though not for such a busy season as last year. The falling off here, however, will be in the construction of residences. And for a sufficient reason. Last year between 500 and 600 houses were constructed in Calgary, and the demand seems to have been met. There are no vacant houses this season, but the very great lack of accommodation which existed last year and in 1906, does not exist and the rush to erect houses has subsided with it.

* * *

As regards business blocks, however, the prospects are good. It is announced that Senator Lougheed is to build a fine three or four-storey block on First St. West, corner Seventh Avenue, one of the very finest corners in the town. And others are contemplated.

* * *

Railroad construction will be for years to come one of the great hopes of the west. It is so in Calgary to-day. Several private companies are endeavoring to secure a street railway franchise, though the city has declared in favor of municipal ownership and may itself undertake construction and operation. It will not grant a franchise, at any rate, except on very favorable terms. Then there os little reason to doubt that the Grand Trunk Pacific will be under construction uinto Calgary in the fall. That this is the intention of the company has been announced in such a way as to leave no room for suspicion as to the authenticity of the statements. That the Canadian Northern will be very much behind in the race to reach Calgary none expects. There is no doubt whatever that 1908 and 1909 will be two eventful years in the history of railroad construction as affecting Calgary.

REGINA.

May 8—Fine weather has given builders a chance to start the several jobs under contract and the hardwaremen handling the heavy lines required for foundation work report business exceedingly good.

* * *

Karl Booz has accepted a position on the staff of the Peart Bros. Hardware Co.

* * *

With the building season at hand, Peart Bros. are displaying in their east window a full line of mechanics' tools.

* * *

The National Mfg. Co. are contemplating erecting a factory in Regina for the manufacture of their steel ranges. This firm have been doing a very extensive business in the west and think it would be to their advantage to establish their western business here.

EDMONTON.

May 9.—Hardware merchants, as well as others, report a decided improvement in trade during the past few weeks. This is not a boom but the evidence of a good healthy growth of the city, which, it is predicted, will in a short time land Edmonton at the head of the list as an enterprising commercial and industrial centre of the last west. The construction of the Grand Trunk Pacific, which is now being carried on west of the city, is opening a vast and fertile area to the west of the city, which is becoming rapidly settled and which will provide a large market for the manufacturing concerns and wholesale houses in Edmonton. Now is the time for wholesaler, retailer and manufacturer to locate in Edmonton, in order to share in the good things that are bound to come this way in the next few years.

* * *

Secretary A. G. Harrison, of the Board of Trade, has received a communication from G. Marconi, inventor of the wireless telegraph system, to the effect that he might be in Edmonton shortly and would look into the question of the establishment of a wireless telegraph station here as part of a general system throughout the interior of Canada.

* * *

The building permits issued in the city during the month of April total in value $197,255. During the month forty-nine permits were taken out for new residences, averaging each in value $2,000 or $3,000. Permits were issued for the new west end fire hall, $26,250, the new Norwood school $56,000, the new power house and laundry for the general hospital $40,000. The erection of all these buildings is now being carried on. During the month work was resumed also upon the parliament buildings, which will cost $1,250,000, the Blowey-Henry Block, four storeys, to cost $60,000, the city incinerator, the city power

house, the Swift Packing Plant, seven storeys, to cost $250,000.

* * *

The American Canadian Oil Company have resumed oil boring operations at Egg Lake, north of the city. The company will also sink additional gas wells on their property at Morinville, from which they will supply Edmonton and Strathcona with natural gas.

* * *

Of considerable interest to the users of lead, and of vital importance to the people of Alberta, and, indeed, the whole of Canada, are the reports brought back from the Yellowhead Pass in the Rocky Mountains, of the large graphite deposits found there. This week a party of eleven men, in charge of Emile Dubuc, returned to the city, bringing with them 250 pounds of samples of graphite, taken from the claims staked in the Yellowhead Pass. As an indication of the value of this discovery it will be of interest to know that there is only one other graphite mine in Canada. It is located at Buckingham, Que. At this mine last year $24,000 worth of graphite was produced and $2,000,000 worth of the material was imported. These statistics were reported in a recent issue of the Canadian Mining Journal.

* * *

The new Strowger telephone system, installed in the city recently by the Chicago Automatic Telephone Company, is giving good satisfaction so far. The company made a record installation here, receiving the order for 1,000 telephones on January 29 and having the new system installed and ready for use by March 20. The Alberta government are installing a similar system in Strathcona.

* * *

John Sommerville, of the Sommerville Hardware Company, is back in the city from a tour of the Pacific coast. Mr. Sommerville visited Vancouver, Victoria, Seattle, San Francisco, and other coast points. He spent most of his time at Santa Barbara, near Los Angeles, and looks and feels much improved by the change. Mr. Sommerville states that he is quite satisfied with the present condition of business in Edmonton and more than satisfied with the prospects for the summer.

VANCOUVER.

May 8.—Mining and lumbering are being slowly resumed and activity in these lines will mean much for the hardware and metal trade in this province, especially in foundry and machinery lines. News comes from the Boundary this week that as soon as the force of 600 or 700 men can be got together the B. C. Copper Company will resume its large works at Greenwood. This is welcome news, as that part of the country has been very quiet since the tie-up on November 12 last. In addition to that, the Canada Zinc Company expects that its plant will be ready by the middle of this month. It is the first of its kind, and will mean much for the district, the mines of which have hitherto been penalized for their zinc contents.

* * *

That things are looking fairly good is further shown by the purchase of the Queen Mine at Salmo by an American syndicate, $50,000 being paid down and the remainder of $175,000 at the end of thirty months. The buyers will go to work at once and if the mine is idle for 60 days it reverts.

* * *

In the lumbering, the Pacific Coast Mills, one of the largest on the coast, will resume on Monday next. The shingle mill was started a couple of weeks ago but now the whole plant will be in operation.

* * *

As soon as new machinery can be put in, the exploitation of the marble deposits on Nootka Island, west coast of Vancouver Island, will be gone ahead with.

* * *

Ald. Cavanagh and H. A. Burke, president and secretary of the National Construction Company, of this city, which has the contract for the construction of the thirteen-storey steel block for the Imperial Trust Co., left this week for New York on business in connection with the matter. The contract for the magnificent Winch block, adjoining the new post office has also called W. H. Hooper, architect, to New York.

* * *

W. R. Megaw & Company, who have a big establishment at Vernon, in the Okanagan, have opened up in Vancouver a large stock of vehicles, agricultural and sawmill machinery, belting, saws, planers, cream separators, incubators, barness, etc. They have secured the building on Pender St., formerly occupied as a skating rink and have turned it into a fine showroom, having put in a $1,200 plate glass front. This showroom will be so arranged that with an aisle down the centre a purchaser can hitch right up and drive out of the place. The principals in the firm are Mr. Megaw and Mr. McLellan, the latter to act as manager.

* * *

McLennan, McFeely & Co. had the formal opening of their new warehouse, the largest in Canada, last Saturday afternoon. This place was described in Hardware and Metal of March 21. On this occasion the entrance was garlanded with flags, and as the crowd of visitors circled around, an orchestra dispensed music. A recherche repast was provided for the guests.

* * *

A movement is on foot to have a bicycle meet here this summer. Wheel races used to be a feature of the summer sports in Vancouver, but last year they did not form a principal event. Nothing definite has yet come of the matter, but with a meet an impetus should be given to the healthful recreation of wheeling.

* * *

Phelps Johnson, manager of the Dominion Bridge Co., of Montreal, spent several days in Vancouver investigating the specifications for the new False Creek bridges. He expects to submit tenders for these structures, which will cost about a million dollars.

* * *

C. T. Bowering & Company, a large firm operating in some of the largest cities and who was represented here by W. Leslie Comyn, of San Francisco may soon become a factor in the trade of the Coast and their operations may have a direct effect upon industries here. When the tenders were called for the city's yearly supply of coal, they offered to put it in at $5.50, giving many a surprise. The firms controlling the Vancouver Island supply retail it at $7.50, and having the trade in hand keep it within the $7 mark in offering it even in the largest quantities. As the Nicola Valley companies could not get a reasonable freight rate, they did not tender. Mr. Comyn stated that owing to labor conditions in Australia, where their supply was obtained, and the cheap freight rate, it was possible to put it in at $5.50 per ton. They may also supply coal for general domestic use. Not only that, but it is stated that the firm was out for any business in the cement and kindred lines, and offered to put in cement at a certain percentage lower than the lowest tender.

* * *

Colin F. Jackson & Co., of this city, have taken a lease on the large warehouse formerly occupied by the wholesale grocery establishment of W. H. Malkin Company. This move has been made owing to the necessity of providing larger premises for the growth of business in wire rope, steel rails and manufacturers' agencies.

* * *

The Vernon Hardware Company has received the contract for the heating and plumbing of the new hospital in Vernon at $14,202. James Vallance, the manager, states the heating plant will consist of three Gurney boilers, so controlled that all or any may be used, as desired. Connections will be made to 156 radiators, and six pipe coils will be installed. There will be 12 baths, besides additional and separate lavatories. It is estimated that three miles of pipe will be used, and that four cars of freight will be necessary.

* * *

Tenders for sewer pipe to be used by the city as sent in by the B. C. Pottery Company, were accepted. This firm is represented by Evans, Coleman & Evans.

* * *

Boyd, Burns & Co., a long established firm in Vancouver, has sold its steam-fitting and plumbing supplies depart-

ments to R. Crane & Co., of Chicago, and will carry on its ship chandlery in an adjoining building. Mr. Crane himself, who was here this week, personally conducted the deal, which includes the large brick building at the corner of Water and Carrall Sts., now occupied by Boyd, Burns & Co. Crane & Co. are manufacturers of valves, steam fittings, etc., and the establishment of a branch of their business in the west indicates that they see business to get after which it is worth while to be on the ground.

CONCRETE HARDWARE BUILDING

A remarkable reinforced concrete wholesale hardware structure is being erected at Toledo, Ohio. It is the Bostwick-Braun Building, and it has been going up at the quick speed of an acre of floor every day. The structure is eight storeys in height. A novel arrangement of the columns has been adopted. The general requirement in a wholesale hardware building is that the lines of shelves and boxing be from eleven to twelve feet centre to centre, which spacing is too close for economic column spacing. For that reason the columns were placed seventeen feet centre to centre, on diagonal lines, thus bringing the columns about twenty-four feet centre to centre in the line of the shelving, leaving a twenty-four foot centre to centre in the outside walls, except on the river fronta. An adjustable cast form was used for the column heads.

QUEBEC GOSSIP.

J. N. Warminton, manufacturers' agent, Montreal, is going to the Maritime Provinces on a business trip.

Thomas McNeish, Slocan, B.C., is on a business trip to Montreal. This is his first visit east for many years.

A. E. Peters, of the Record Foundry & Machine Co., Moncton, N.B., is in Montreal on a visit to the local branch.

M. J. McLaughlin, representing the United States Steel Products Export Co. in Montreal, has just returned from a business trip to Quebec.

Neil Munro, the celebrated Scottish author and cousin of Robert Munro, of the Canada Paint Company, Montreal, has had the degree of LL.D. conferred upon him.

W. H. Evans, of the Canada Paint Company, Montreal, has been appointed honorary auditor of the Canadian Railway Club, Montreal.

Alex. Gibbs, manufacturers' agent, Montreal, president of the Standard Chain Co., of Canada, has just returned from Sarnia, the headquarters of the company. Mr. Gibbs reports trade conditions as being very satisfactory.

T. H. Jordan, of A. C. Leslie & Co., Montreal has returned from a business trip to Toronto, London, Hamilton and St. Catharines. He speaks most encouragingly of trade conditions there. Mr. Jordan is now visiting Quebec on business.

CONDENSED OR "WANT" ADVERTISEMENTS.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

AGENTS WANTED—United States firm manufacturing a well known and widely advertised Safety Razor would like to secure a Canadian agent. For full particulars address Box 716, HARDWARE AND METAL, Toronto. (tf)

WANTED in every town of 2000 or over, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. A permanent position for the right man. The MacLean Publishing Company, Limited, Toronto.

AGENCIES WANTED

MANUFACTURER'S AGENT, resident at Cobalt, desires agency for mining and mill supplies, general hardware, etc., for northern Ontario. Calling upon mining, milling and construction companies, hardware stores, etc.; 2 years experience northern Ontario, 5 years general hardware. Agency Box 394, Cobalt. [20]

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—To exchange, two Winnipeg city lots, valued at $250, for set tinsmithing tools. Apply Box 89, Vernon, B.C. (19)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

WE have a set of Tinners' Tools for sale which we purchased in the bankrupt stock of Dreany Bros. Will sell cheap for spot cash. John Bailes & Sons, Cobalt. (20)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, in one of the best towns in the Ottawa valley. An exceptional opportunity for anyone looking for an established business. Apply Box 717, HARDWARE AND METAL, Toronto.

FOR SALE—One of the best Retail Hardware Businesses in growing city in Western Ontario; established about 20 years; best of reasons for selling. Box 719, HARDWARE AND METAL, Toronto. [20]

BUSINESS CHANCES

$3,000 worth of clean, up-to-date hardware for sale. First $1000 at 90c., second $1000 at 80c., balance at 70c. on the dollar. Will deliver within 200 miles of Fenelon Falls. Apply J. L. Cooke, Coboconk.

WANTED—One or more traveling salesmen who visit the hardware, cutlery and sporting goods trade, to take a line of Star Safety Razors and accessories as a side line on a commission basis only. Kampfe Brothers, 8 Reade St., New York City. (19)

TRAVELLERS AMONG DAIRIES.—Opportunities of making handsome profits on good side line, 25 p.c. to 50 p.c. commission. Apply "Corinth," HARDWARE AND METAL, Montreal.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

TINSMITH WANTED, steady job, $12.00 per week, with chance of advance; must be steady and capable. J. B. Furniss, Sunderland. (21)

TINSMITH WANTED—Steady job for good man. None but first-class mechanic need apply. State wages wanted. F. Y. W. Brathwaite, Blind River, Ontario. [22]

TINSMITH, who can do plumbing and act as foreman. State experience and wages. S. B. McClung & Co., Trenton. (23)

WANTED, by wholesale hardware house, experienced hardware man. Must have thorough knowledge of steam fittings, mill supplies, heavy goods and builders hardware. Young married man preferred. Box 720, HARDWARE AND METAL, Toronto. (20)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

POSITION by hardware clerk with four years' experience in good store; also window dressing and glass cutting. Good reference. Beverley Brown, Box 111, Collingwood, Ont. [20]

SCOTCHMAN, open July for engagement. Unique experience in open fire, fire-places and grates. Accustomed architects and good class private trade. Thoroughly practical, capable and up-to date man. Exemplary character, excellent credentials re ability and experience. Fullest particulars from Box 101, HARDWARE AND METAL, 88 Fleet St., London, England. (24)

SITUATION wanted as traveller for Stoves, Furnaces or Tinware. Good connection, first-class tinner. Box 712 HARDWARE AND METAL, Toronto.

WANTED position as clerk; 6 years experience in general hardware; good references. M. A. Cooke Fenelon Falls. (21)

YOUNG MAN, experienced, of good appearance, with ability, capable of taking charge of office or selling goods, desires position with A1 concern, iron and steel or machinery, tools and supplies preferred. A. S. Laing, 26 Howard St., Toronto. (20)

LITHOGRAPHY.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

CANADIAN MACHINERY and Mfg. News, $1.00 per year. The only mechanical paper published in Canada; every foundry and manufacturer of hardware lines; or of anything made of metal, should receive this publication regularly; sample copy on request; condensed advertisements for "Machinery Wanted" will be inserted free for subscribers to "Hardware and Metal." "Machinery for Sale" advts. one cent per word each insertion. CANADIAN MACHINERY, 10 Front St. East, Toronto.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, May 15, Room 511, Union Bank Bldg, Winnipeg

Business is fairly active and prospects are good for a busy summer and fall. The weather continues very favorable to the growing crop, and with a largely increased acreage there is every reason to expect big returns in the fall.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40 ; staples, $3.40 ; annealed wire, $2.90 base ; oiled, 10c extra ; bright iron, $3.10 base ; brass spring wire, 32c base ; plain galvanized wire, 6, 7, and 8, $3.70 ; No. 9, $3.40 ; No. 10, $3.70 ; No. 11, $3.80 ; No. 12, $3.45 ; No. 13, $3.55 ; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65 ; No. 2 and larger, $4.40 ; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65 ; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c ; No. 4, 32c; No. 5, 30c; No. 6, 28c; No. 7, 26c; No. 8, 24c; No. 9, 23c; Nos. 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application ; "C" brand list prices per box 25 lbs.: No. 4, $5.25; No. 5, $4 ; No. 6, $3.50 ; Nos. 7 to 9, $3.25 ; Nos. 10 to 14, $3. Discounts on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75 ; 5-6 x 5, 6 and 7, $4.40 ; ⅜ x 6, 7 and 8, $4.25 ; 7-16 x 7 and 9, $4.15 ; ½ x 8, 9, 10 and 12, $4.05 ; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10 ; round head, iron, 80 ; flat head, brass, 75; round head, brass, 70 ; coach, 65.

Nuts, Bolts—Bolts, carriage, 3-16 and ¼, 65 per cent.; 5-16 and ⅜, 60 per cent.; 7-16 and larger, 55 per cent.; bolts, machine, 3-8 and under, 60 and 5 : 7-16 and over, 55 ; bolt ends, 52½ ; sleigh shoe bolts, ⅜ and under, 55 ; 7-16 and over, 45 ; machine screws, 60 ; plough bolts, 50 ; square nuts, cases, 2¾ ; small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10 per cent.; copper rivets : No. 7, 29c per lb.; No. 8, 29½c; No. 9, 30½c ; No. 10, 31¾c; No. 12, 34c. Copper burrs, No. 7, 39c per lb.; No. 8, 40c ; No. 10, 43c; No. 12, 46c. Copper rivets and burrs: No. 8, 30½c per lb.; No 9, 33c per lb.

Green Wire Cloth — $1.75 per 100 square feet.

Coil Chain—¼-in., $7.25 ; 5-16, $5.75 ; ⅜, $5.25; 7-16, $5 ; ½, $4.75 ; 9-16, $4.70; ⅝, $4.65 ; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15 ; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30 ; No. 1, $1.60.

Axes—Bench axes, 40 and 5 ; broad axes, 5½ to 7½, $21 per dozen : 7¾ to 8¾, $23 per dozen ; Royal Oak, per doz., $6.25 ; Maple Leaf, $8.25 ; Model, $8.50; Black Prince, $7.25 ; Black Diamond, $9.25 ; Standard flint edge, $8.50 ; Copper King, $8.25 ; Columbian, $9.50 ; handled axes, North Star, $7.75 ; Black Prince, $9.25 ; Standard flint edge, $10.75 ; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½ per cent.; and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35 ; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75 ; grass hooks, $1.70.

Files—Arcade, 75 ; Black Diamond, 60 ; Nicholson's 62½ per cent.

Stove Pipes—6-in., per 100 feet length, $9.25 ; 7-in., $10.

Builders' Hardware, Locks, etc.—All Peterboro and Gurney lines, 45 p.c. discount from list.

Tinware, Etc.—Pressed, retinned, 70,; pressed, plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35 ; enamelled ware, Famous, 50 ; Imperial, 50 and 10 ; Imperial, one coat, 60; Premier, 50 ; Colonial, 50 and 10 ; Royal, 60 ; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 21c per lb.

Lanterns—Cold blast, per dozen, $7 ; coppered, $9 ; dash, $9.

Churns—45 and 5 ; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36 ; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾.

Building Paper—Anchor, plain, 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1, Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; Jubilee tarred, 84c; Buffalo plain 67c; Buffalo tarred 62½c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent., American, 5 per cent.; military, Canadian, 20 per cent. off; American, 10 per cent. advance. Primers, $1.55. Loaded Shells: English and Canadian makes, 12 gauge, black, soft, $18; 10 gauge, $22.50; 12 gauge, smokeless, chilled, English, $24; Canadian, $23; 10 gauge, smokeless, chilled, English, $28; Canadian, $27. Shot : Drop, per 100 lbs., $6.75 ; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.50. Swedish iron basis, $4.95 ; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

Pig Lead—Average price is $5.50.

Sheet Zinc—$8 for cask lots, and $8.50 for broken lots.

Lead Pipe—Quoted at $7.

Copper—Planished copper, 29½c per pound ; tinned, $26½c.

Iron Pipe—Black pipe, ¼-in. $2.70 ; ⅜, $2.85 ; ½, $3.75 ; ¾, $4.75 ; 1, $6.75; 1¼, $32.30 ; 3½, $40.50 ; 4, $46 ; 4½, $54. Galvanized : ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80 ; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent ; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15 ; 18 and 20, $4.40; 22 and 24, $4.65 ; 26, $4.65 ; 28, $4.50 ; 30-gauge or 10¾-oz., $5.20 ; Queen's Head, 20, $4.60 ; 24 and 26, $4.90 ; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50 ; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box, $13.50 ; ½ box. $7,

Terne Plates—I.C. plates quoted at $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8-inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder,59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c ; medium castor, 28c ; Ruddy harvester, 30c; standard gas engine oil, 36c Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c ; Sunlight, in bbls., per gal., 22c ; per case, $2.45 ; Eocene, in bbls., per gal., 24c; per case, $2.60 ; Pennoline, in bbls., per gal, 25c; Silver Light, 22c ; Starlight, 20c per gal., Sterling Light, 24c per gal. Engine gasolene, in barrels, gal., 24c; f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand ; bladder putty, in bbls., 2½c ; in kegs, 2¾c ; turpentine, barrel lots, Winnipeg, 74c. Linseed oil, raw, Winnipeg, 60c ; Calgary, 72c; Lethbridge, 72c; Edmonton, 72c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

May 1.—Barb wire, $4.00 per 100 lbs; plain twist wire, $4.25 ; brt. wire staples, $4.20 ; poultry netting, 50 per cent.

Horshoes, M.R.M., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, $3.55 base.

Screws, flat head, bright, 85 per cent.; round head, 75-10 per cent.; flat head, brass, 75 per cent.; round head, 70 per cent.

Bolts, carriage 3-16 and ¼, 60 per cent.; 5-16 and ⅜, 55 per cent.; 7-16 and up, 45 per cent.; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent.; plow, 45 and 5 per cent.; stove, 70 per cent.

Green wire cloth, $1.85 per 100 square feet.

Shovels, first grade, $11.55; fourth grade, $7.60 per dozen.

Harvest tools, 50-10 per cent.

Brush hooks, $9 per dozen.

Files, Arcade or Eagle, 70-10-5 per cent.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, $8 per dozen.

Churns, 45 per cent.

Wringers, Royal Can., $38 per dozen.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Rope, sisal, 11½c per lb.; British manilla, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Ammunition— Primers, $1.55 per M.; loaded shells English and Canadian makes, 12 gauge, black, soft, $19 per M.; 10 gauge, $23.65; 12 gauge, smokeless, chilled, English, $25; 10 gauge, $29; 12 gauge, Canadian, $24; 10 gauge, Canadian, $28; shot drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

White lead, pure, $7.75 per 100 lbs.;

Boiled oil, barrels, 72c per gal.; raw, 69c per gal.

A FLEXIBLE ROOFING.

After a man has done some work with ready roofing he begins to long for flexibility in his material more than anything else. So many roofings are stiff as boards and hard to handle. Bending them properly over the eaves, cutting them to fit the roof or folding the thick sheets in the corners is often difficult to do correctly. A roofing like Congo is claimed to be satisfactory to the man who does the work, as it is extremely pliable under all climatic conditions. It can easily be folded double and will lie snug and close so that making a tight waterproof roof is a simple matter. Samples and booklets will be supplied on request by the United Roofing & Manufacturing Co. Philadelphia, or H. S Howland, Sons & Co., Toronto; Starke Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward Co., St. John, N.B. and Geo. E. Smith & Co., Halifax, N.S.

The

"Pease Economy" Domestic Heater

Certainly Does Save Money

It is for this reason that hundreds of dealers find it an exceedingly profitable line to handle. This heater can be fitted in any warm air furnace. The water passing through it is heated for the bath room and other domestic purposes without in the least interfering with the house-warming function of the furnace. The fuel used for heating is merely made to do double duty, to the great saving of gas and coal bills, and the great comfort and convenience of your customers.

This heater is

NOT IN THE WAY

because it isn't in the fire box, but suspended in the combustion chamber where there is lots of room.

Have you got our catalogue ? Send for copy—it's free.

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

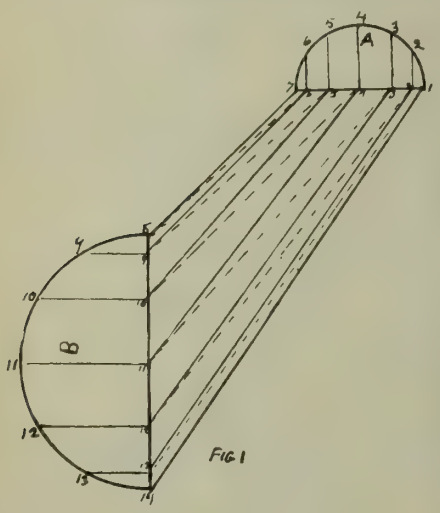
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

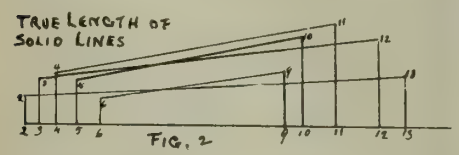
TAPER SPOUT FOR BEE SMOKER.

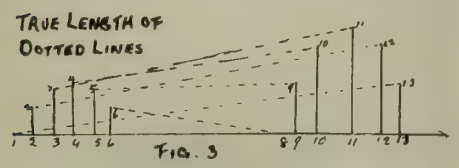
In answer to a correspondent asking for a taper spout for a Bee smoker I would say it is immaterial what length or taper of spout is required, the principle of striking out the pattern is the same in every case.



First it is necessary to produce a diagram of spout, viz., "1 7 8 1 4" in Fig. 1. With your compass at the centre of "1 7" draw the semi-circle "A" as shown, representing the one-half section on "1 7." On "8 14" place the semi-circle "B" representing the one-half section on "8 14." Divide the semi-circles "A" and "B" into any number of equal parts and from these points draw lines parallel to "1 7" and "8 14." Now connect solid lines from "2" to "13," "3" to "12," etc., and draw dotted lines to opposite corners, as from "1" to "13," "2" to "12" and so on, as shown in Fig. 1. Always connect the dotted lines the shortest way, as indicated. These solid and dotted lines represent base of section to be constructed. The altitudes are equal to the various heights contained in the semi-sections.

To obtain the true length of the solid line "2-13," Fig. I., take the distance

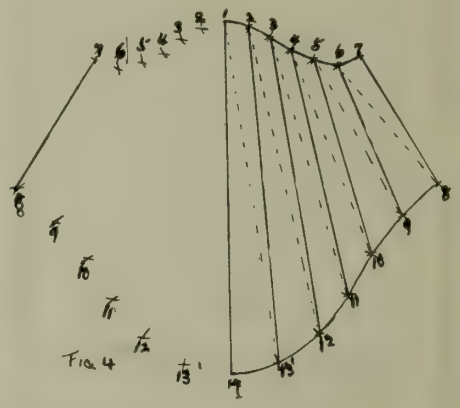




and place it as shown by "2-13," Fig. II. From "2" and "13" erect perpendicular lines "2 2" and "13 13," equal to "2 2" and "13 13," Fig. I. Draw a line from "2 to 13," Fig. II., which is the true length of the finished article of "2 13" in Fig. I. In this manner all the true lengths of the solid lines are obtained in Fig. II.

To obtain the true length of the dotted line "1 13," Fig. I., take the distance and place it as shown by "1 13," in Fig. III. From "13" erect the perpendicular line "13 13" equal to "13 13," Fig. I. Draw a line from "1" to "13" Fig. III., which is the true length of the finished article "1 13," in Fig. I. In this manner all the true lengths of the dotted lines are obtained in Fig. III.

The pattern is obtained as shown in Fig. IV. Assuming that the seam will be along "7 8," in Fig. I., take the distance "1 14," in Fig. I., which shows its true length, and place it as shown by "1 14," in Fig. IV. Now with "13 14," in Fig. I., as radius, and "14," in Fig. IV., as centre, describe the arc "13" and intersect this arc by an arc struck from I. as centre with the dotted line "1 13," in Fig. IV., as radius. Now with "1-2," in Fig. I., as radius, and "I" in Fig. IV. as centre describe the



arc "2" which intersect by an arc struck from "13" as centre and with "2" and "13" in Fig. II. as radius. Proceed in this manner, using alternately first the division in the section "A," Fig. I., then the slant lines in Fig. III. Then the divisions in section "B," Fig. I., then the slant lines in Fig. II., until the line "7 8," in Fig. IV., has been obtained. Trace a line through the points thus obtained shown from "1" to "7'. and "14" to "8." This will form one-half the pattern. The other half is formed in similar manner. Edges must be allowed.

W. M. M.

HARDWARE TRADE GOSSIP.

F. J. DeFehr, hardwareman, Herbert, Sask., has sold his elevator building.

Higgins & Webster, Morris, Man., are giving up their hardware department.

J. H. Wilson, blacksmith, Fort Saskatchewan, Alta., has sold his business.

White & Pook, Strassburg, Sask., have sold their business to G. H. McDonald.

The hardware stock of Curry Bros., Clearwater, Man., has been sold to H. E. Quick.

Armstrong, Smyth & Dowswell, hardware merchants, Regina, Sask., have been incorporated.

The furniture and hardware stock of F. N. W. Lind, Cenaston, Sask., has been sold to A. R. Love.

Legare & Gagne, tinsmiths, Montreal, have dissolved, and Gagne & Falardeau, tinsmiths, have been registered.

Morency, Cote & Co., hardware merchants, Montreal, have been registered, to succeed Morency & Cote.

Rice, Lewis & Son, Toronto, will close all their hardware warehouse departments on Saturday afternoons during the summer.

The Crescent Wire Works, Kingston, have removed to their new two-storey brick factory, 30x90 feet, on the water front, where they have better facilities for turning out wire goods of every description. They have also added a plant for re-tinning and re-galvanizing wire goods.

William G. Harris, jr., vice-president of the Canada Metal Company, Limited, Toronto, was, on the eve of his wedding a week ago, presented with a handsome china buffet cabinet by the employes of the company. The presentation was made by Mr. H. H. Blanchet, traveler for the firm. Mr. Harris made a suitable reply, after which he received their congratulations.

The E. Cavanagh Co., Notre Dame West, Montreal, are showing an attractive fisherman's window. The full figure of a fisherman in rubber boots and completely equipped for the enjoyment of his pastime, and extending a fishing rod and line across the window at once commands attention. Reels, lines, imitation bait and other indispensable articles are arranged in the window, and even those who are not given over to the great sport of fishing, are bound to stop and examine the window. To those who are thinking of coming happy days on some river or lake, the attraction is irresistible. There is no doubt that sporting displays of this kind make one of the most interesting windows that a hardware man can plan. The articles lend themselves so readily to effect.

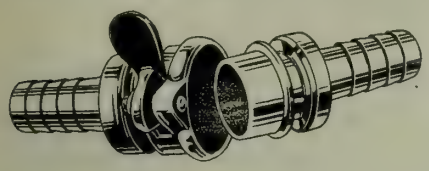
A most unique contrivance for the hardwareman is being introduced to the trade by John Shaw & Son, Wolverhampton, Eng., in the form of a panic door opener. The device is so constructed, that when fastened on the inside of doors opening outwards, there is a small handle which may be of brass or any other material upon which the slightest pressure will cause the doors to open. This will serve a useful purpose for schools and public as well as private buildings of all descriptions, especially as so many unfortunate accidents have happened recently at the time of fire resultant upon doors not opening easily or not at all. J. H. Roper, representative of this firm in Montreal, reports a considerable demand for this new product. Mr. Roper has also recently been appointed sole agent for Canada of Joyce & Co., ammunition manufacturers, of London, Eng.

Trade Announcements

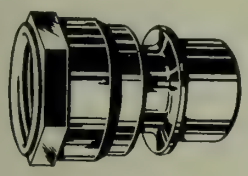
Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

A GENEROUS OFFER.

Owing to the fact that The Time-Saving Coupler Co., 166 Bay St., Toronto, have not been able to make a thorough canvass of the hardware trade



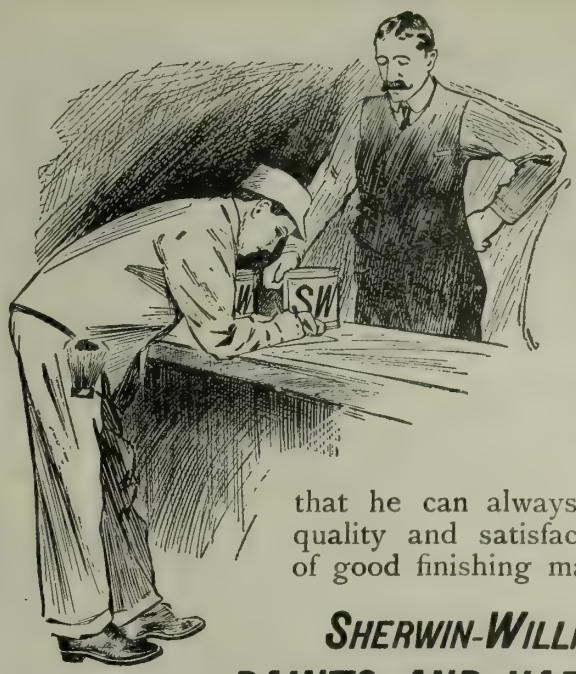
throughout Canada they have decided to send free of charge one tap adjuster and female section or one hose coupler complete to any hardware dealer in Canada sending a request on his own letter paper.



This means a large outlay but it shows the firm have confidence in their goods and are assured they will bear inspection.

Wood Mantels.

The Canada Plate and Window Glass Co., 27-37 Richmond Street East, Toronto, have issued an elaborate catalogue containing 64 pages, 9x12 inches in size, each page showing one of the numerous styles of mantels manufactured or imported by the company. The illustrations show many artistic designs in various styles of finish, suitable for different classes of rooms. Most of the styles include handsome bevelled mirrors, although some of the mission designs emphasize the old English finish without mirrors. Numerous styles of wood and gas grates, and irons, and mantel fixtures are shown, the art work shown in every illustration being in keeping with the most modern demand of house furnishers. The tile work also shown is illustrated in several styles and patterns, and altogether the catalogue is about as complete and useful as it would be possible to make it. Hardware merchants who cater to the builders' trade will do well to forward their names for a copy of the catalogue. As the cost of its production, however, was very great on account of the many fine and large engravings, application should be made only by letter on the retailer's letter head. It would also be well to mention this paper when writing.



How to Get the Painter's Business

First. — Handle products that meet his requirements in every respect—good, honest goods that he can always depend upon for quality and satisfaction. To be sure of good finishing materials handle

SHERWIN-WILLIAMS PAINTS AND VARNISHES

because they are known among the painting trade as goods of the highest standard quality.

Second.—Make the painter your friend. Boost him and his business—then let him know about it and tell him that one good turn deserves another. Form a sort of Mutual Benefit Association of all the painters in your town and yourself—work together in the interest of more painting and decorating. We can give you some valuable assistance in lining up the painters on your side. Write us about it.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

358

"METALLIC" CORNICES

So neatly and accurately made they are very easily erected.

Any architectural design supplied promptly.

If you want one for your own building or for your customers—it will pay you to write us.

We know how – and—we make them right.

23 YEARS EXPERIENCE

The Metallic Roofing Co.
LIMITED
Manufacturers
Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Borden Condensed Milk Mfg. Co., will erect a factory at Tillsonburg, Ont.

The P. L. Robertson Mfg. Co., Milton, Ont., will erect a screw factory immediately.

A. E. Petty, Hamilton, Ont., will locate an emery wheel factory in Brantford, Ont.

The Standard Brass Manufacturing Co. has removed its plant from Sarnia to Windsor, Ont.

The Dominion Heating and Ventilating Co., Hespeler, Ont., have begun to manufacture fire escapes.

The Ross Rifle Co., Quebec, will make 52,000 bayonets for the Dominion Government, at a cost of $5.25 each.

The Canada Foundry Co., Toronto, have been awarded the year's contract for supplying North Toronto with water pipe.

Chippewa, Ont., carried a by-law to provide a site for the British-Canadian Smelters, Limited, on which to erect a smelting plant.

The Vancouver Board of Works has accepted the tender of Evans, Coleman & Evans, representing the British Columbia Pottery Co., for the supply of sewer pipe for the present year.

Building Notes.

Meaford, Ont., will erect a $15,000 town hall.

A new post office may be erected in Waterloo. Ont.

A Carnegie library will be built at Pembroke, Ont.

A $250,000 apartment house will be erected in Toronto.

A new Catholic church will likely be erected in Calgary, Alta.

Tenders are called for a $90,000 school building at Lethbridge, Alta.

A steel and concrete bridge will be erected at Poplar Hill, Ont.

Oakville, Ont., carried a by-law to erect a $26,000 High school.

Building permits in Toronto for the first ten days of May total $171,000.

A $21,000 German Lutheran church and parsonage will be built in Montreal.

Prince Albert, Sask., passed a by-law to spend $90,000 for a new high school.

Guelph water commissioners will erect a new pump house and a new concrete stand pipe.

Malahide Township, (Ont.), council will replace the steel bridge at Gravesend, Ont., with a cement arch.

Powers & Brewer, contractors, Woodstock, N.B., have contracts for cement work on the G.T.P. and C.P.R. lines worth $500,000.

Moose Jaw, Sask., ratepayers will on May 26, vote on a by-law authorizing the expenditure of $110,000 on a Collegiate Institute.

The Toronto Board of Control is asking for tenders for the construction of a steel and concrete floor for the main pumping station.

Tenders have been asked by the Public Works Department, Toronto, for the construction of an administration building, a residence for the superintendent, and two cottages at Jordan Harbor.

Municipal Improvements.

Brantford's (Ont.) waterworks system will be extended.

Finch, Ont., has passed a by-law to spend $4,600 on sewer construction.

Lunenburg, N.S., will spend $25,000 on waterworks and sewerage systems.

London, Ont., is considering a by-law to spend $560,000 for waterworks purposes.

Portage la Prairie, Man., ratepayers carried a by-law to spend $50,000 on an auxiliary waterworks system.

Regina, Sask., will on May 20 vote on by-laws authorizing the city to spend $90,000 on waterworks system extensions, and $70,000 on sewerage system extensions.

Railway Construction.

The Grand Valley Railway Co. will substitute 80-pound rails for those now down on the line between Brantford and Galt.

Companies Incorporated.

Friction Heat-Light Co., Ltd., Toronto ; capital, $60,000 ; to manufacture boilers, heaters, furnaces, lamps, etc. Provisional directors, Geo. Paton, Jas. Linton, Alex. Laidlaw, And. Reading, and W. M. Hall.

CAN COMPANY CHANGES HANDS

Negotiations are under way between the Acme Can Works, Montreal, and the American Can Company, New York, which will in all probability result in the purchase of the Canadian plant by the American company.

George W. Weber, of the American Can Company, New York, has been in Montreal all this week in the interests of his firm, and he has been in constant communication with the present proprietors of the Acme Can Works, Jas. B. Campbell and Wm. Pratt.

Should negotiations go through, and everything is about settled, the business will be carried on under the name of the American Can Company. This firm will spend a considerable sum of money enlarging the plant and installing new and modern machinery for the manufacture of every conceivable variety of cans, so that when the building is fully equipped to do business on a larger scale, it will be one of the finest plants of its kind. It will be remembered that the Acme Can Works spent several thousand dollars a couple of years ago in making the factory up-to-date. There will be no change in the management of the company, Messrs. Campbell and Pratt, continuing as at present.

Mr. Weber stated that if it was found necessary the American Can Company would build factories in other parts of Canada, as they intended looking for trade all over the country, and would operate as many factories as would be necessary, in their opinion, to take care of it. They run fifty-one factories in the United States, while their chief offices in that country are located in New York, Baltimore, Chicago and San Francisco.

The American Can Company has been looking over the ground in Canada since the beginning of the year, with a view to establishing a branch in this country.

BUILDING AND FIRE BRICK.

According to a recent decision of the Canadian Customs Commissioners, fire brick (9 in. x 4½ in. x 2½ in.) valued at over $13 per thousand at place of export are to be admitted free under tariff item 281 until otherwise ordered, but fire brick valued at $13 per thousand and less at place of export, are held to be made in Canada and subject to duty under tariff item 282—in effect from May 1. Locomotive fire brick (arch blocks, fire box blocks, boiler tile) and fire brick for stove linings are made in Canada and importations thereof are rated for duty under tariff item 282. It is further noted (a) That importations of above described fire brick as rated for duty under tariff item 282, are rendered subject to special or dumping duty in cases where the true selling price (f. o. b. place of shipment) to the purchaser in Canada, is more than 7½ per cent. lower than the value of the same for duty purposes, and (b) that fire clay gas retorts, hollow shapes, and hollow blocks, although made of fire clay, are rated for duty under tariff item 282.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Fire Escapes.

D. Brocklebank & Son, Arthur, write, "Can you furnish the address of one or two manufacturers of fire escapes suitable for hotel and school use ?"

The Dennis Wire & Iron Co., London ; The Canadian Ornamental Iron Co., Yonge St. Arcade, Toronto ; The National Fence Co., Prescott ; The Shipway Iron, Bell & Wire Mfg. Co., Toronto.—Editor.

Bowl With Valve.

C. Leisemer & Co., Mildmay, Ont., write "Can you give us the name of firm making a water bowl with a valve to prevent water once in the bowl returning into the pipes and rising in the bowl of some other animal, and thus possibly distributing disease amongst the cattle ?"

Warden, King & Son, Montreal, represented in Toronto by Cluff Bros., can supply such a bowl.—Editor.

MACHINERY STEEL
NORWAY IRON

Large Stock of All Sizes.

CLOSE PRICES

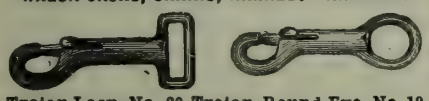
A. C LESLIE & CO., LIMITED
MONTREAL

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

COVERT MFG. CO., TROY, - N.Y.
WAGON JACKS, CHAINS, HARNESS HARDWARE



Trojan Loop, No. 20 Trojan Round Eye, No. 19

INCANDESCENT

LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

ADDRESS
ST. ARNAUD FRERES
Cor. St. Sulpice and Commissioners Sts.
Montreal, P.Q.

When writing advertisers kindly mention having seen the advertisement in this paper.

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

Hammer the Hammer — Accidental Discharge Impossible

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer.

TIGER BRAND

WHITE LEAD

Experience has proved that pure White Lead mixed with pure Linseed is the best paint, as it has a protective value greater than any other paint, is easily renewed, and is the most durable.

"Tiger" brand White Lead is made from pure White Lead and pure Linseed Oil, and can always be relied upon for its uniform good quality.

Every package bears the guarantee of the White Lead Association of Canada.

The MONTREAL ROLLING MILLS CO.

Effective Retail Hardware Advertising

Brief Talks Given Occasionally by W. F. Ralph—Send in Samples of Your Ads. for Criticism.

Lots of hardwaremen who are persuaded that advertising pays, never seem to get beyond the "card" stage.

Now, a business card in a buyers' directory is a very useful thing. It is designed particularly to accommodate people who want something, know what it is they want and are eager to find the address of someone who can supply that want.

But true advertising—the kind people get rich on—aims higher. It is something more than a mere finger-post

Reduced from Two-column Space.

pointing out the place where existing human wants may be satisfied. It is a "want-creator." It aims to add to the sum of human wants, so that a profit may be made in supplying those wants.

When a hardwareman has a choice assorted stock he has things which some people KNOW they want. Those things are also wanted by lots of other people who DON'T KNOW that they want them. The wise hardwareman is the one who persuades people that they DO want certain things.

In a sense, advertising is news. The stock on your shelves holds a lot of interest for many people in your vicinity. It's up to you to get 'em interested in your stock by keeping them informed about it.

The most successful men in the trade always have something interesting in their newspaper space. Their ads. are "newsy." They cater to desire. Maybe the desire for things on the part of your prospective customers is undefined. They may not realize, for instance, that they badly need a lot of paint to freshen up their places of abode. But the feeling that things ought to be brightened up somehow seems to be part of the spring atmosphere. The most successful hardware merchant is the man who can turn these undefined feelings to account.

* * *

Most hardwaremen, nowadays, realize the pulling power of a good show window. Almost every hardware window receives a fair amount of attention from its owner. Now, advertising enables a merchant to transplant his window to the newspaper. It affords him an opportunity of lettiog people see his window when they have more leisure to be impressed by it. The average person who passes your window is in more or less of a hurry. While the average person who reads your newspaper advertisement—looks at your verbal show window—is in no hurry at all. If he is interested in it he will read it and take his time about it.

That's the beauty of a newspaper ! It is read at a time when the reader is in a more or less receptive frame of mind. Any ad. that he is interested enough in to read through makes an impression which sticks. And it is the impression which sticks that you are aiming at.

Therefore, advertise interestingly. Don't be too cut-and-dried. On the other hand, don't be light and frothy.

To be interesting, an ad. must deal with particulars—not with generalities. An ad. which generalizes, which gives a list of lines handled, is too general to be a real success. There must be a leader, a centre of interest. There must be something central which rivets the attention of the reader. The larger the space the more points of interest can be introduced. But there should be a captain of all the points. Give your ad. the air of having something special to say. That's the only successful way of creating a desire to buy among people who read a paper with no feeling that they want to buy something.

* * *

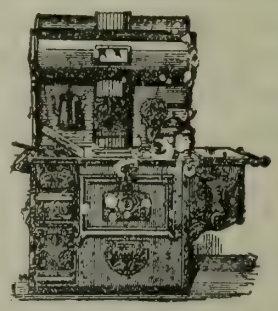
We have an ad. of a retail hardware firm in Petrolea which occupies a space eleven and a half inches long by three columns wide. But one-fifth of this space would have served the same purpose equally well. It is a mere business card—or rather, poster. It just contains the name of the firm at the top and bottom, and a list of the lines handled. There is no point of interest which would rivet the attention of the average reader. A passing impression is the most it can hope to make on the average reader's mind. True, if kept there week after week, this ad. would have a certain cumulative effect, but not nearly the effect that it could be made to have if it contained something really interesting.

* * *

The washing machine ad. of Smiley's, Aylmer, Ont., is what we call an interesting one. It deals with one article and deals with it well. It is attractively set up, except in one particular. That particular is, "Washing Machines," which would be stronger if set in the same type as the name plate, while the type used for "Washing Machines" would have been plenty heavy enough for "Smiley's Hardware." But the beauty of the ad. is the newsy, interesting copy. "Come and look at our collection of 'back savers.' " Note what a lot is contained in the words "back savers." Those two words, when read by women accustomed to bending hour after hour over the wash tub, would conjure up memories of many a backache, headache and hour of weariness produced by the lack of a washing machine. And then note the invitation to come and look at them and see how easily and efficiently a washer works. This sentence meets the objection that a machine can't do the work by an offer to show that it does do the work. The omission of the price in this case is a good point. In most cases the reverse is the best rule. But in this case the price, before the machine is examined, might have a tendency to scare a lot of women away from even an examination of the machine. Whereas the same price, stated after the machine has been examined, might seem as reasonable as possible.

* * *

The advertisement reproduced of Emerson & Fisher's, (St. John, N.B.) low-priced ranges is a beauty, well worth studying by other people who sell stoves and ranges. The very headline answers an objection which many people consider the greatest obstacle to the purchase of a new range. Then, look at the brief and to the point, yet interestingly-written description of the range. This ad. ought to sell the goods. It is sound advertising all the way through.



Low Priced Ranges

Those not well acquainted with the extent and variety of our stock will on inspection, be surprised to learn how far a small amount of money will go. For example, we are offering

The LEADER RANGE with high shelf at $24.75

This is a six hole range with large oven and all the modern improvements. It is an "Enterprise" Range, and as such, is guaranteed to give entire satisfaction or money refunded. We also offer a Wood Cook Stove at $14.00 just the stove for the country.

EMERSON & FISHER, Ltd. (The Stove People , 25 Germain St.

News of the Paint Trade

THE MIXING OF COLORS.

A good soft green, that may be used in large quantities without being staring, may be made by an admixture of raw sienna, green lake (light), and Venetian red and white, or another tone by raw sienna and indigo, says Arts and Crafts.

Dutch pink and white (Dutch pink is much used by paper-stainers, and helps to make a number of those soft, light greens used on the grounds of their papers), or raw sienna, Antwerp blue, and burnt sienna also make a good. soft green.

A good, rich reddish brown may be got with orange chrome, Vandyck brown, Venetian red, and white; a brighter with vermilion, brown lake and Vandyck; rich buff, with orange chrome, burnt sienna, and a little raw sienna and white, or Dutch pink, burnt sienna, and white; a soft warm gray, with Indian red, blue black, burnt umber, and white; a beautiful clear, though rather cold gray, with ultramarine and burnt umber and white; a rich salmon color, with middle or orange chrome, vermilion, and burnt sienna with white.

You may give a rich though somewhat dark effect to a door by painting it a little reddish brown, and then stippling over the panels coarsely, so as to show the ground, with a mixture of brown lake and Vandyck, the stiles being painted Vandyck, with some brown lake in it, rather thin, but stippled very close and fine—sufficiently solid, however, to look several shades darker than the panels. The prominent members of the moldings may be the light reddish brown, ground color, and the sunken hollows Vandyck and brown lake, quite solid. A little added ornament on the panels in the light brown will give a very rich effect.

COPAL VARNISH MANUFACTURE.

The most serviceable varnishes for use in connection with painting belong to oil varnishes, and these are usually copal —the name given to the gum principally used in their manufacture. Copal gum in appearance somewhat resembles amber, and it is imported from the tropics. When varnish makers purchase a parcel of gums, the pieces are very carefully assorted into various degrees of lightness and transparency. The whitest variety of gum is usually the scarcest; and as it follows that the color of the copal must exercise a considerable influence over that of the ultimate product, white copal varnish is consequently found a most expensive preparation.

Generally, in the manufacture of copal varnishes, the gum is first dissolved by heat and then converted by turpentine into the liquid form, with the addition of linseed oil, to give the copal elasticity. The color of the oil used is, therefore, a further important factor. Colorless varnish, such as that known as mastic, can be made by simply dissolving picked gum mastic in oil of turpentine, but since the absence of linseed oil causes the liquid to set and harden very rapidly, such a preparation would be practically useless for the house painter, besides lacking in that elasticity and body which it is the special property of linseed oil to contribute.

STOP AND THINK

of the protection to your reputation, and the benefit to your business by the absolute certainty there is in selling all your customers for all kinds of varnishing, either inside or outside, that good old reliable **Elastilite Varnish.** It is the kind of Varnish that does satisfying work, that continues to please the customer, and demonstrates its quality for years after the cost of it is forgotten.

In tins only ½ pints to 1 gallon.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

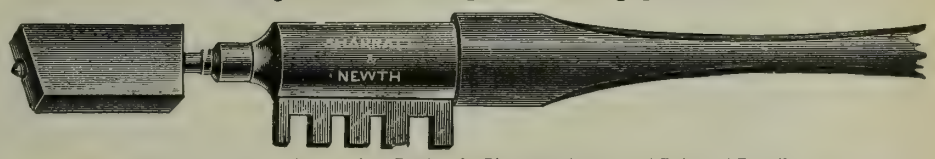
Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

TRADE NOTES.

John T. Murphy & Co., painters, Montreal, have been registered.

The Empire Wall Paper Co., Limited, Montreal, has been registered.

The assets of P. D. Dods & Co., wholesale paints, Montreal, are advertised to be sold on May 16.

Paint and Oil Markets

MONTREAL.

Montreal, May 15.—Favorable conditions are still in evidence and the paint and varnish trades may be said to be in a flourishing condition. With the exception of turpentine, which has eased off again—this time 2c per gallon—quotations in all departments are exceedingly firm. Shipments by boats are contributing in no small degree to the brisk movement of business, while the seeding conditions being so favorable, the country demand for paint is going ahead splendidly.

Turpentine—Prices have been marked down 2c per gallon. The weather conditions in Georgia and North and South Carolina have been most favorable for turpentine making, with the result that there is an abundance of supply. With so much turpentine on the market, prices have been again cut, and we now quote 64c for single barrels.

Linseed Oil—A firmer feeling is being experienced, and there is no disposition to shade prices, even for round lots. We repeat quotations as follows: Raw, 1 to 4 barrels, 52c; 5 to 9 barrels, 51c; boiled, 1 to 4 barrels, 55c; 5 to 9 barrels 54c.

Ground White Lead—Good business is still being done. In fact, all orders have a large proportion of white lead in their make-up. Grinders now may be said to have no reason to complain of the volume of trade, although it may be different so far as price is concerned. Figures are firmer this week, and we make no change from last week's quotation: Government Standard, $5.75; No. 1, $5.50.

Red Lead—A good inquiry exists for red lead, litharge and orange mineral. Back orders are rapidly being cleared off for all these lead products. Prices are firmer since last week's cut, and we continue to quote: Genuine red lead in casks, $5.25; in 100-lb. kegs, $5.50; in less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $5; kegs, $5.25; and smaller quantities, $6.

White Zinc—A fair demand is being experienced and quotations are nominally the same. V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—Manufacturers report a marked improvement in the call for varnishes, japans, and stains, and brisk shipping is going on. Gums are all reported firm.

Colors—There is a strong demand for colors of every description and the call for liquid paints bids fair to exceed even that of last year. This shows how great has been the revival in trade with the return of confidence throughout the Dominion.

Putty—Putty is quiet, with prices unchanged: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, May 15.—Jobbers report a better demand this week, mixed paint continuing to be the big seller. The opening of navigation and the increased activity in building, both have a helpful influence on the trade, while in the country districts a better feeling is developing both amongst farmers and retailers.

Turpentine continues to be the feature of the market, with still another drop of two cents to record. As stocks in Toronto are decidedly light, so much so that some jobbers have been forced to buy from local competitors during the week, the decline is not due to local causes. The real reason, it is said, is that some independent dealers at Savannah commenced to hold stocks for a rise, and as the Standard Oil interests will brook no interference in their control of the market, the latter broke the market and are continuing to force the price down until the independents are forced to unload. They must now sell at greatly decreased prices or continue to hold the stocks, in which case they stand to lose through storage charges, interest on capital locked up, and loss of stock from leakage, evaporation, etc. If this story is correct, the market is likely to remain weak, and even go lower, until the two forces struggling for control of the market settle their differences. In any case stocks in the south are plentiful and the general demand rather light, so prices are certain to be lower this season than for several years past.

Turpentine—Another decline of two cents brings the price down to 66c to 67c per gallon in single barrel lots, although as low as 65c has been quoted. On the other hand, jobbers who have run out of supplies have had to pay as high as 64c during the week.

Linseed Oil—While it cannot be said that manufacturers have completed an agreement, it is a fact that the price-cutting warfare has stopped and prices are more steady. Locally we quote 55c for raw and 58c for boiled in from one to four barrels. Buying is fairly active.

White Lead—Last week's cut at Montreal has not affected the Toronto situation and we continue to quote Canadian pure at $6.15 and No. 1 at $5.90. Demand is considered satisfactory for this season.

Paris Green—A fair trade is being done at unchanged prices, we still quoting barrels at 24½c, and drums 25¾c.

Glass and Putty—Prices of putty have declined 5c and the demand is considered very good for this season. Glass, too, is in good inquiry and a large trade is expected to develop from western Canada, where very light import orders were placed for this season. Putty is now $1.65 in bulk in barrels, and bladders in barrels, $1.90.

Varnishes—A good demand still exists for varnishes, enamels and floor stains.

What Kind of Advertising ?

All Sorts of GOOD Advertising

For Pushing Sales of "English" Liquid Paints

OUTDOOR ADVERTISING — Steel Signs. Galvanized Iron Signs.

INDOOR ADVERTISING — Window and Counter Display Cards. Shade Slats.

NEWSPAPER ADVERTISING — Catchy Electros all ready for the papers. Advertising in Canadian Journals.

PERSONAL LETTER ADVERTISING — The best follow up system going brings practical results.

STORE DISTRIBUTION ADVERTISING — Folders, Pamphlets, Color Cards.

Our Advertising Requisition Blank tells the whole story—Send for one.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

MARSHALL-WELLS CO., WINNIPEG
Distributors for Western Canada

Every Can of Moore's Pure Linseed Oil H. C. Paint Contains 10 to 15% Better Value Than Any Other Brand

This is a strong statement, but the paint itself backs it up. Just you apply this simple test: Paint a clean board with one coat of Moore's Paint; then paint other clean boards with one coat each of other brands; then place all the boards side by side. You will then see that Moore's Paint is truer in color and has more body than any of the other brands. Try it.

Every Barrel of Muresco Wall Finish is a Barrel of Satisfaction to You and Your Customers

Muresco is the healthiest and most satisfactory wall finish on the market. We have scores of testimonials from painters all over Canada singing its praises. If you handle Muresco you will get the Painters' Orders.

Benjamin Moore & Co., Limited

New Office and Works: Toronto Junction, Canada. New York, Chicago, Cleveland, Carteret, N. J.

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

Try Our Plan

If you want an easy seller try a well advertised article; something people know about and that has an already established value in the minds of prospective purchasers. Something they are looking for and something they will be satisfied with after they get it.

Martin-Senour Paint

is well advertised—that's our plan—that's the way we help our dealers and that's why handlers of Martin-Senour Paint are busy—we are constantly advertising their goods. **Martin-Senour Paint** pleases—that means repeat orders. Well pushed, well known, well liked, there you have it in a nutshell. Just write and ask us to explain how we can make our plan fit your case and help you

The MARTIN-SENOUR CO., Ltd.
"Pioneers of Pure Paints"
142-144 Inspector Street, Montreal.
2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

Shellac varnish is unchanged in price at $1.75 for pure white, and $1.65 for pure orange.

Petroleum—A normal demand continues with prices unchanged at: Pure white petroleum, 13½c; water white, 15c; and Pratt's Astral, 17½c, Benzine, in single barrels, 18c per gallon, and motor gasoline, 18c.

OVER 200 YEARS IN BUSINESS.

There is no varnish and paint firm in the Old Country with a higher repute than Wilkinson, Heywood & Clark, of London, a cut of whose Canadian branch at 300 Notre Dame West, Montreal, is shown in the accompanying illustration. The goods of Wilkinson, Heywood & Clark are sold all over the world, and their excellent finish, durability in the most trying climate, and guaranteed quality of production, have earned for them a universal reputation.

Canadian Headquarters of Wilkinson, Heywood & Clark, Ltd., at Montreal.

The firm is an old established one, being formed in 1706 and has steadily extended its sphere since that day. About 14 years ago it bought out the well known concern of Storer & Sons, of London, who did a large trade with the Far East, and this export business has been greatly developed by Wilkinson, Heywood & Clark. The principal exportation point is Storer's Wharf, London, but there is also an export branch at Liverpool. The varnish works are at West Drayton, Middlesex and the head office for the home department at 7 Caledonian Road, London. About the year 1896 the firm was turned into a limited company, and with branches and depots all over the world, a great business has grown up.

Late in 1905, F. C. Reynolds opened Wilkinson, Heywood & Clark's Canadian branch in Montreal and has met with gratifying success in building up a large business for his company. Mr. Reynolds has representatives all over the Dominion and the admirable and lasting qualities of the varnishes and paints command for them a ready sale whenever introduced. The products of the firm also have a high reputation in the States. Mr. Reynolds was for some years located across the border, and he is still in charge of agents in various parts of the Republic.

The Canadian branch, as befitting the head office this side, is splendidly stocked with the various goods of the firm. Tins upon tins of varnish—the great specialty of the firm—and of paints and allied products betoken the large trade done on this side, and the fact that orders can be despatched at a moment's notice. The left window of the cut we produce is given up to a display of various grades of varnish done up in clean workmanlike tins. The other window is devoted to paints of various description and to allied products.

NO HOODOO HERE.

The H. W. Nelson Co. have asked particularly that their ad. be placed on page 23. In the light of present-day tendencies this would seem to be rather a peculiar procedure, but the company seem to favor rather than fear the omens generally accepted as unfavorable. On a recent Friday, which, by the way, fell on the 13th of the month, they had exactly thirteen whisk-makers at work. That day proved to be a remarkable one from the fact that the biggest lot of orders of the year were received. Not only that, but exceedingly good business has continued ever since. Who says there's anything in superstition?

EPOCH

It is said that the paint trade of the Dominion of Canada is divided into two great epochs, viz., before the advent of the Canada Paint Company and after.

BEFORE

The trade was in a crude and backward state and the hardware trade divided the business with the Chemists and Druggists.

AFTER

The Canada Paint Company was formed, by paying particular attention to the Hardware Trade and getting out specialties in advance of requirements the volume of painting purchases went up by leaps and bounds and the

PRESTIGE

of the Canada Paint Company was at once established and assured. Imitators are as thick as Autumn Leaves, but it is unanimously conceded that all experienced buyers still turn to the Canada Paint Company as their

MECCA

from which they obtain first-class up-to-date colors, stains and varnishes as readily as the ladies cry out for the C. P. Co's. Floor Paint for Stoops, Steps and Stairs.

THE CANADA PAINT COMPANY LIMITED

AND EVERY AGENT

for Ramsay's Paints knows that he has a great fund of profit, stored up behind the Outside Paints, made for Barns, Fences, Bridges, Roofs, &c.

RAMSAY'S PAINTS

include all kinds of paints, the best for the house, the best for the barn, the best for the decorator.

Agents everywhere! Once again we suggest to take advantage of our numerous helps to get orders. Look out for the man who is painting and the man who ought to paint, then send us his name and we will get you the order. Hundreds of orders are reaching our agents every day through our helps.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 Paint Makers

The Price

has a good deal to do with the volume of your paint sales. Most paints cost your customer too much. There are many paints higher in price than

New Era Paint

but there are no paints any better in quality than New Era Paint —few even equal to it in quality. Before stocking up with a prohibitively priced paint, ask us for prices on New Era Paint.

Standard Paint and Varnish Works Co. LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

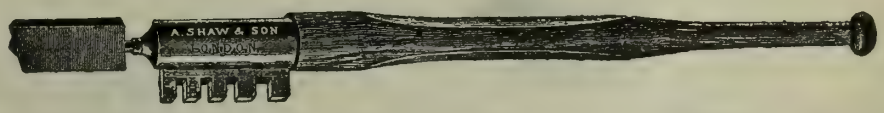
Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

TORONTO VALLEYFIELD MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

ESTABLISHED IN 1796

English Varnish

For all Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

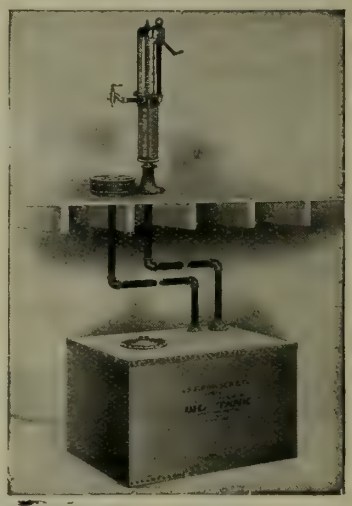
LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

If you even suspected that you were losing from $100.00 to $500.00 a year, wouldn't you try to stop it?



Cut 15. Cellar Tank for Paint Oils.

By retailing your oils with ordinary tanks, you ARE losing that much or more.

Catalog V. shows you just how you are losing this money and illustrates Oil Tanks that will stop it. Send for it to-day.

S. F. Bowser & Co.

LIMITED

66-68 Fraser Ave. - - - - Toronto

Have you seen our new line of

Polished Back

Dandy Brushes

These are the swellest goods to be had. Do not fail to see the samples when our traveller calls, or we will send samples by mail if desired.

Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Sealed Cans—Full Imperial Measure

That's the only way we sell our famous

"Gutta Percha" Floor Finish

It protects you—it protects your customer. Are you handling this unequalled floor finish? It combines quick and hard drying properties without in the least sacrificing elasticity or durability. Under favorable conditions it dries easily over night.

Have you received information about our special selling plan? Write us about it. It will greatly increase your sales of our Lacqueret, Gutta Percha and Flattine Finishes.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of "Elastica," "Gutta Percha," and "Flattine" Floor Finishes, and "Flattine" Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

Save a Nickel, Lose a Dollar

The dealer who saves a little in price, often loses much in profits.
It is easy to sell the well advertised, deservedly popular

LUCAS TINTED GLOSS PAINT

It has a National Reputation for Quality maintained for more than 60 years.
It sells at a better price.
It pays a better profit.
It enhances the reputation of the dealer who sells it.
Other Paints may be cheaper.
They should be.
They are correspondingly harder to sell and when sold do not always stay sold or maintain your reputation.
The impression of Lucas Quality remains long after the price is forgotten.

JOHN LUCAS & CO.

PHILADELPHIA NEW YORK CHICAGO BOSTON

Rust or Corrosion

is absolutely prevented by using

Esco Steel Coating

Recommended for :—

Breweries

Tanneries

Structural Steel and Bridges

Cold Storage Plants

Metal Shingles and Siding

Smoke Stacks or

All other places where conditions are unusually severe.

Circulars, etc., on application,

EADIE-DOUGLAS CO.,

22 ST. JOHN STREET

Montreal, Canada

An Absolute Necessity

Hardwood Floors can only be kept in perfect condition by using

BOECKH'S WAXING BRUSHES

They will produce the rich and brilliant polish that is so much desired.

Our "Acme" with Ball Bearing Socket is the Perfection of Standard Quality, and are cheaper and better quality than any of the imported Brushes.

Write us for Prices.

UNITED FACTORIES, LIMITED

HEAD OFFICE, TORONTO

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

50 cents

—— to ——

The MacLean Publishing Co.

Technical Book Department

10 Front St. E.——TORONTO

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving

and

Insulating Purposes

Apply to

Lucien F. Ambard & Son,

Port-of-Spain, Trinidad, B.W.I.

THE SHREWD DEALER

takes no chances on QUALITY when he is sure of HIS BASE OF SUPPLIES. Take the matter of ROOFING, and ask any man if he wishes to take a chance on inferior or unknown brands. OUR GOODS ARE BACKED BY A GUARANTEE. Guarantee that they build and HOLD your trade, because IT'S IN THE GOODS known all over the Dominion for QUALITY. READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPERS.

THESE ARE THE BRANDS:

Tarred Felt, and Joliette and Cyclone Sheathing,

IN Addition to QUALITY our PRICES are always RIGHT

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

May 16, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' .. per lb.	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	9 00
" " 2 " ..	....	8 50
" " 2½ " ..	10 50	10 60
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	13 50
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60	....	21 00
Tinned copper sheet, base	....	24 00
Planished base	....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 60	2 65
12 gauge	2 60	2 70
14 "	2 50	2 45
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 65
26 "	2 65	2 80
28 "	2 70	2 95

CANADA PLATES.

Ordinary, 52 sheets	....	2 60
All bright "	....	3 60
Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24 ..	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee. No. 3 "	20 00	20 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	19 00	20 25
Clarence, No. 3	18 50	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	1 90	2 00
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	....	1 95
Sleigh shoe steel	1 95	2 20
Iron finish machinery steel (domestic)	2 05	2 20
Iron finish steel (foreign)..	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 30
Sheet cast steel	0 15	0 15
Toe calk steel	2 45	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	....
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 50 $33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 80	3 80
Bar, "	4 40	4 15
Sheets, 2½ lb. sq. ft., by roll ..	5 00	6 25
Sheets, 3 to 6 lb. "	4 75	6 00

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 00	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass	0 10½	0 09¾
" yellow brass	0 08	0 08½
Light brass	0 05½	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02¾
Scrap zinc	0 02¼	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	13 00	14 00
Stove plate	10 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 05½	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work. 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 65 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 and 5 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " "	1 70
No 7 Fuller's "	2 00
No. 4½, " "	2 10
Patent Compression Cushion, basin cock, hot and cold, per doz.,	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon. Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 00	2 85
⅜ "	2 25	3 [illegible]
½ "	2 72	3 57
¾ "	3 68	4 83
1 "	5 28	6 93
1¼ "	7 20	9 45
1½ "	8 64	11 34
2 "	11 50	15 12
2½ "	18 40	24 15
3 "	24 16	31 71
3½ "	30 40	39 90
4 "	34 55	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	....	0 40
2-lb. or over "	....	0 35

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green conperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 09
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 0[illegible]
French permanent green "	....	0 13
Signwriters' black "	....	0 1[illegible]
Marine black, 25 lb. irons		0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE

In bbls	1 00

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	....	0 09
" " 100-lb. kegs	....	0 09½

Clauss Dressmakers' Shears

Clauss Brand—Fully Warranted

This Shear is made after the pattern "TAILORS' SHEARS" and is just the thing long wanted by the dressmakers.
Manufacturered by our Secret Process. Write for Discounts.

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

	Quart	cans
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls		1 65
Bladders in bbls		1 90
25-lb. tins		2 00
Bulk in 100-lb. irons		1 90

SHINGLE STAINS.

In 5-gallon lots	....	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	....	0 13½
Water white "	....	0 15
Pratt's astral "	....	0 17½
Castor oil, per lb	0 09½	0 10½
Motor Gasoline, single bbls	....	0 18
Benzine, per gal single bbls	....	0 17
Turpentine, single barrels	0 64	0 66
Linseed Oil, " raw	0 52	0 55
" " boiled	0 55	0 58

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Canadian pure	5 75	5 90
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 00	6 15
Elephant and Decorators' Pure	5 90	6 15
Tiger Pure	6 00	6 15
Essex Genuine	...	6 15
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 65	5 80
"Crown and Anchor," pure	5 90	6 05
Sanderson Pearcy's	....	6 15
Robertson's C.P., lead	6 00	6 15

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	....	5 25
Genuine, 100 lb. kegs, "	....	5 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 55	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 60
Gilders bolted in barrels	....	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.		0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	....	0 08½
No. 1, " "	....	0 07
No. 2, " "	....	0 05½

SHELLAC VARNISH

Pure White, in barrels		1 75
Pure Orange, "		1 65
No. 1 Orange, "		1 30

VARNISHES.

	Per gal.	cans
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No 1	....	0 90
" " union	....	0 85
Light oil finish	....	1 30
Gold size japan	....	2 00
Brown japan	....	1 00
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 50
No. 1 "	....	2 25
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal	....	2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish	....	2 00
"Kyanize" Interior Finish	....	2 40
"Flint-Lac," coach	....	1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.	....	2 50
Flatine floor finish, per gal	....	3 00
Elastica exterior finish, 1 gal. can	....	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

ONTARIO AND QUEBEC.

Slater's felt per roll		0 70
O. K. paper, No. 1, per roll		0 75
O. K. paper, No. 2, "		0 70
Dry Cyclone, per roll		0 50
Tarred Cyclone		0 60
Surprise, per roll		0 40
Resin sized per roll		0 45
Dry Sheathing, per roll		0 32
Tarred " "		0 40
Heavy straw, dry & tarred per ton		37 50
In Maritime Provinces "		42 50
Carpet Felt, per 100 lbs		2 75
Tarred Felt, per 100 lb.		2 00
Pitch, Boston or Sydney, per 100 lbs		0 75
Pitch, Scotch, per 100 lbs		0 65
Heavy Fibre, 32' & 60', per 100 lbs		3 00
2 Ply Ready Roofing, per roll		0 90
3 " " "		1 15
2 Ply complete, per roll		1 30
3 " "		1 50
Cement, barrels, per gal		0 15
" tins "		0 20
Coal Tar, per barrel		3 50
Coal Tar, tins, per gal		0 15
Refined Coal Tar, per barrel		4 50
Shingle varnish per barrel		4 50
Cats and Nails, per lb		0 05
Mop cotton, per lb		0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	50 00	
Stable pavers, 9"x4½"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in., "	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 75	
over 12 in. "	3 75	
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L.		
screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's), 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	....	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Swing Axes	7 00	7 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Ford's auger bits, 35 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz.	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40	
" " 2, "	4 80	
Barrel Underhill	5 05	

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

AMATITE READY ROOFING

Amatite Roofing is coated with Bitumen and Mineral Surfaced in course of manufacture.

Bitumen is the best water resisting material in existence.

Amatite Roofing is the most fire resisting Ready Roofing made.

Amatite has simply to be nailed on the roof and your work and roofing worry ends there.

Let us send you samples and further information.

THE PATERSON MANUFACTURING CO., Limited,

CANADIAN AGENTS

Toronto Montreal Winnipeg St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.		
Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75	
Hand Sets, Perfect.....	4 00	
X-Cut Sets. "	7 50	

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00	
" pointing, 924x5.....	2 10	

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	9 00	
" " ¾ " .... "	10 00	
" " ⅞ " .... "	12 00	
Leather, 1-inch .....per doz.	4 00	
Leather, 1¼ " ..... "	5 20	
Web..... "	2 45	

HOES.

Garden, 50 and 10 per cent.

Planter..... per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ⅝ inch	3 31	

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent		
Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	2 50
" " No. 2.....	5 50
Saw Vise.....	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ½ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ½ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25
" iron ..... "	4 25
Set, case hardened, dis. 60 per cent.	
Square Cap, dis. 50 and 5 per cent	
Hexagon Cap, dis. 45 per cent.	

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c.; 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
" and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

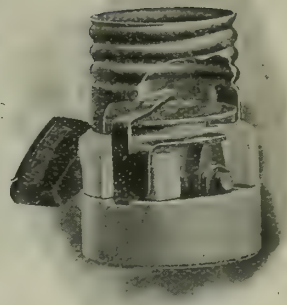
MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL



SHEARS.

Clauss steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	....	1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen books, bright	....	0 60

Toasters, 50 p c.

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w.g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	1 25	
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 13½
"British" Manilla	0 11
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09
" double	0 10
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

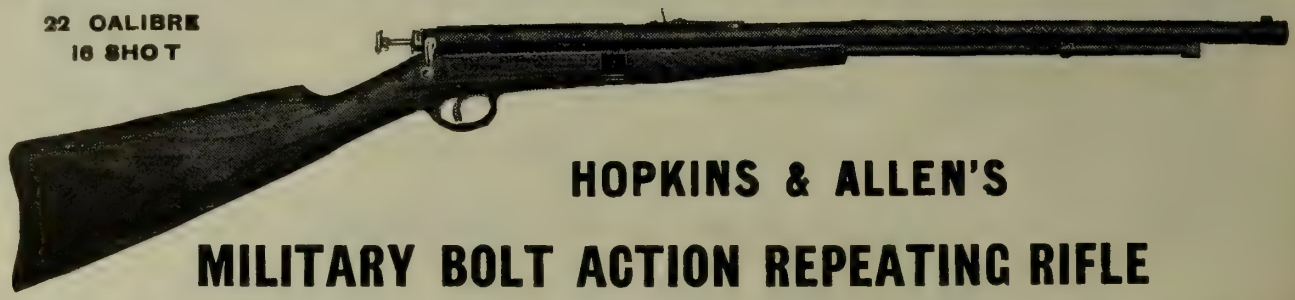
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 30
" Axe "	....	0 10
Deer Creek "	....	0 10
Deerlick "	....	0 25
" Axe "	....	0 15
Lily white "	....	0 45
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "	....	24 00
" 200 lb. and over	....	28 00

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

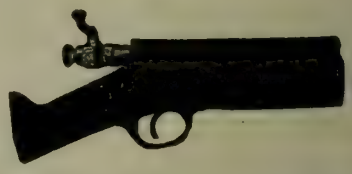
MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.



Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN, U.S.A.

'ATLAS' The Brand

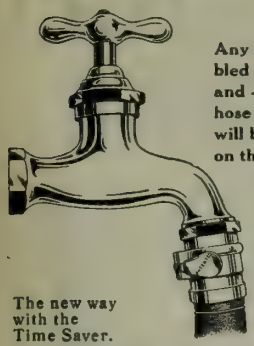
IS THE BEST
IN THE MARKET

Scotch Glue

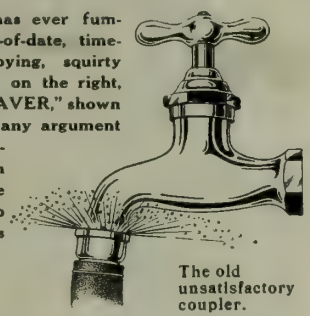
SOLE MANUFACTURERS:

QUIBELL BROTHERS, Limited, Newark-on-Trent, England

See the Difference?



Any person who has ever fumbled with the out-of-date, time-and-temper destroying, squirty hose coupler shown on the right, will buy a "TIME SAVER," shown on the left, without any argument whatever. Especially when you tell him the price is no higher! That's why.

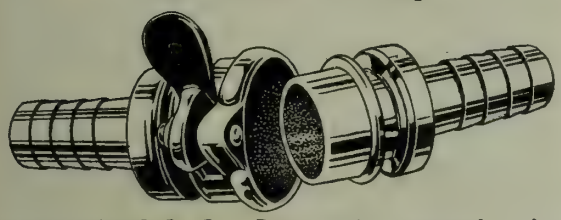


The new way with the Time Saver.

The old unsatisfactory coupler.

The Time-Saver Hose Coupler

Has Come To Stay



See the Principle? Put one section permanently on the tap, the other on the hose. To connect—just insert hose in tap and press lever with thumb, and you have made a water tight connection. Five years of successful test is behind the "Time-Saver."

Made in all standard sizes, and may be had from your jobber or direct.

LOOK FOR THE TIME SAVER ON ALL COUPLERS

The TIME SAVING COUPLER CO., Ltd.
166 BAY STREET, TORONTO

TRADE MARK

Walter Macfarlane & Co., Saracen Foundry, **Glasgow**

AGENTS: W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
J. R. BAXTER & CO., 102 St. Antoine St., Montreal.

We are now looking for your order and if you are not already selling

McDougall Pumps

you are taking chances and we practically insure you against Pump troubles.

"Aremacdee" on a Pump is like the Hall mark on Silver, it denotes Standard.

Catalogue in a hurry to go to you.

The R. McDOUGALL CO.

Galt, Canada LIMITED

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

"Brantford" "Roofing"

Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sells on sight. Samples free. Our prices are right.

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.

Brantford Roofing Co. Limited
Brantford, Canada

Montreal Agency; P.O. Box 1053—Chas. A. Sullivan.
Ottawa, Winnipeg — Agents—General Supply Co., of Canada, Ltd.
Sherbrooke, Quebec — Agents—J. S. Mitchell & Co.
British Columbia Agents; Fleck Bros., Limited, Vancouver, B.C.

Amatite ROOFING

TRADE B MARK

THIS advertisement will bring to your attention the *best and cheapest ready-roofing* on the market. Here is how we prove it the best.

In the first place Amatite is made in one standard thickness, whereas other ready roofings range from a thin, flimsy half-ply to a three-ply thickness.

The three-ply thickness (which by the way is only one sheet of felt) is the only kind that can be compared with Amatite.

But right here is the point. Amatite is better made, has better waterproofing material, and weighs more per square foot than the three-ply grade of other makes, and *costs much less.*

These facts make Amatite the most desirable roofing made.

But in addition to its superiority in material and manufacture, Amatite has one distinction which makes it stand out above all others. *It has a real mineral surface.*

It is hardly necessary to state the advantages of such a mineral surface, the freedom from painting or coating, the perfect protection against all kinds of weather, the great durability.

This mineral surface is embedded in a layer of Pitch, *the greatest known water-proofing material.* Beneath this in turn are two layers of the best grade of wool felt—cemented together by more Pitch, making the whole a roofing that is *absolutely waterproof.*

No other ready roofing can compare with this mineral-surfaced, water-proof, weather-proof, durable roof. That's why we say—

Don't buy your roofing until you have seen Amatite

Free Sample and Booklet

Send for Free Booklet and Sample to-day. It will pay you to get acquainted with Amatite. Address nearest office.

Paterson Manufacturing Co., Ltd.
Toronto, Montreal, Winnipeg, St. John, N.B. Halifax, N.S.

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

QUALITY BOOMS OUR BUSINESS
ACORN QUALITY TRADE MARK

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B. — J. A. Bernard, QUEBEC — Clare & Brockest, WINNIPEG
Ellis & Grogan, CALGARY — Wm. N. O'Neill & Co., VANCOUVER

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO.
LIMITED
GALT, - ONTARIO

Western Distributing Agents—
DUNN BROS., of Winnipeg, Man., and Regina, Sask.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers

Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

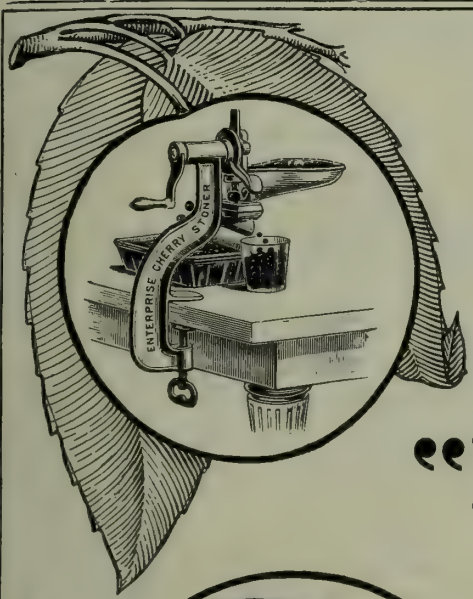
MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

NOTE—The prices in the above advertisement give the correct Canadian retail prices for Hamilton Rifles, the figures used in the issues of April 4th and 18th were those governing in the United States of America.

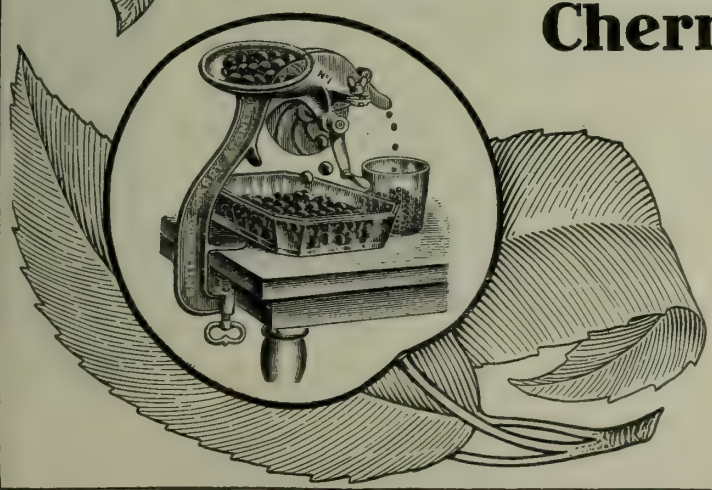


When "Cherries are Ripe"

and women are busy at their preserving kettles, you'll gain their approval—a good thing—and their trade—better still—if you can supply them promptly with an

"ENTERPRISE"

Cherry Stoner



Cherry season is short. Wise dealers have the **"Enterprise" Cherry Stoner** on their shelves in time. When a woman has her cherries ready for stoning she won't wait 'till you order it. She won't wait, either, for an **"Enterprise" Fruit Press.** When she wants it she wants it quick! She will go somewhere else if you haven't it. *Stir up the jobber.* Write to-day for our latest catalog.

The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

21 Murray St., New York 438 Market St., San Francisco

DISSTON SAWS

are the STANDARD by which the merits of all others are JUDGED

A SAW to be superior in every respect must be made of High-Grade Steel of a particular texture, with a special temper to render the blade tough and elastic, permitting the bending of points of teeth in the operation of setting, at the same time be sufficiently hard to maintain the set and admit of a cutting-edge that can readily be sharpened but not easily dulled. The blade must be ground an even thickness on tooth-edge, properly tapered for clearance, and the teeth should be of such shape as to enter into and CUT—not tear—the wood.

These are the principles on which the DISSTON SAWS are built ! !

With over fifty-three years' experience making steel in our own works, producing a material peculiarly adapted for manufacturing saws, having the most skilled workmen ; the use of special machinery of our own invention, and with sixty-eight years' experience in the manufacturing of saws, during which time no efforts or expense have been spared to achieve and maintain the HIGHEST STANDARD of QUALITY and DESIGN, and we feel justified in claiming for Material, Workmanship, Utility and Durability DISSTON SAWS are UNEQUALLED.

HENRY DISSTON & SONS, Inc., Keystone Saw, Tool, Steel and File Works **Philadelphia, U.S.A.**

CANADIAN WORKS : 112 Adelaide St. East, TORONTO, CAN.

What Handles Do You Sell ?

There's no use in trying to sell poor axe handles. The man who does succeeds in driving business to the other fellow. Just sell

Empire, Imperial and Peerless

AXE HANDLES

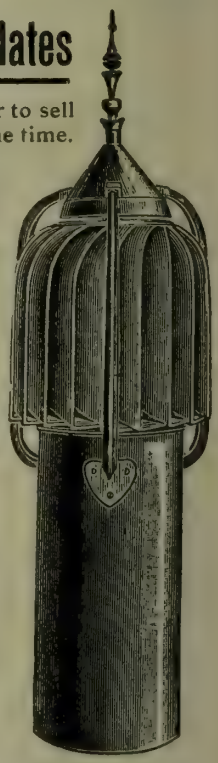
and you will please a customer with every sale. They are strong and well finished every one of them.

Write for List and Discounts.

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

A Ventilator That Ventilates



It is important in selling a Ventilator to sell one that keeps in order, that works all the time.

AEOLIAN VENTILATORS are so skilfully constructed and so nicely balanced that they are driven not only by the slightest current of air, but by the difference of temperature within and outside the building.

We allow dealers a liberal profit.

Testimony

Montreal, June 7th, 1901

Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Write for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

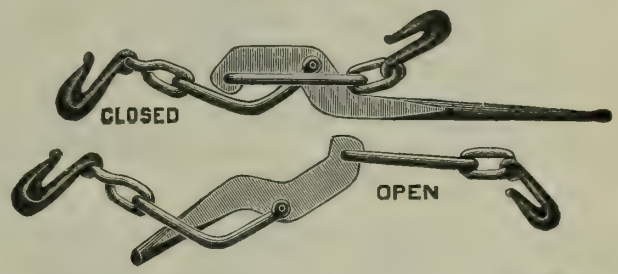
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

The Soo Line Tools



EYE DOG

TIMBER CARRIERS OR LUG HOOKS

will grapple anything from 3 to 16 inches, and is fitted with swivel to permit of carrying through narrow passage-ways. Made with 4 ft. select Maple Handles and Duck Bill Hooks.

LOG OR LOAD BINDERS

This Log or Load Binder does away with binding poles entirely. You can bind a load solid in 3 seconds and unbind in one second.

SWIVEL GRAB HOOK

If your Hardware Dealer cannot supply you with the Best—The Soo Line Tools—drop us a postal for catalog and discount sheet.

MANUFACTURED BY THE

Canadian Logging Tool Co., Limited

Sault Ste. Marie, - Ontario

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION

STROPPING MACHINE

Note vertical motion.

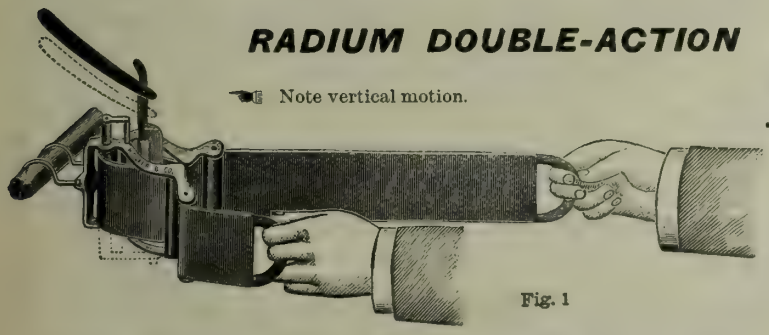
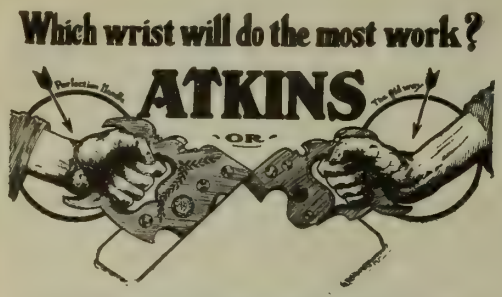


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES



Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.

Home Office and Factory: INDIANAPOLIS, IND.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and prices to-day.

When a Man or Woman asks for the BEST CHURN

give him the "Favorite," and you do give him the best. It's the easiest to handle—Patent foot and lever drive, so that the churn may be operated by hand, by foot or both.

8 sizes to churn from 1-2 to 30 gallons of cream.

You are sure to please your customers with the "FAVORITE" and we make it worth your while to handle them. More of the "FAVORITE" Churns are sold in Canada than any other and the reputation of the "FAVORITE" makes it an easy seller for the dealer.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

The present time is a time of doubtfulness. Some people state that times are hard. Others that times couldn't be better. Therefore the doubtfulness. **But why be doubtful?** Handle our goods. There is no doubt as to their selling capacity, consumers say "without doubt they are the best ever."

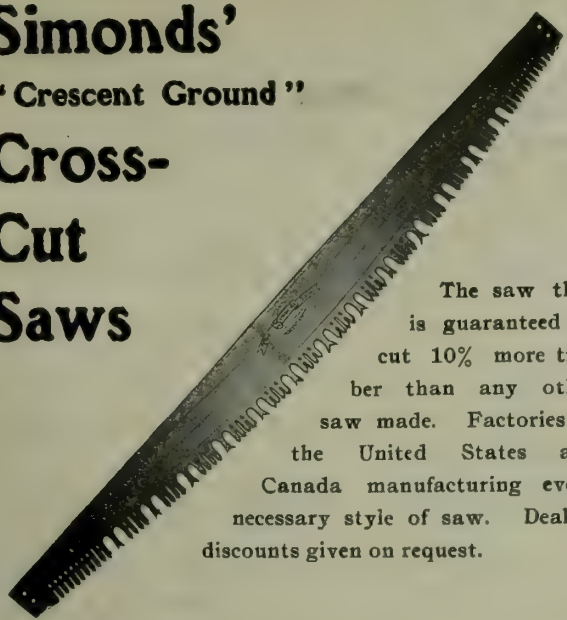
A few of our lines:—**Washing Machines, Trucks, Wheelbarrows, Drag Scrapers, Forges, Blowers, Drills and Blacksmith Machine Tools, etc.**

The LONDON FOUNDRY CO., Ltd., London, Can.

Simonds'

"Crescent Ground"

Cross-Cut Saws



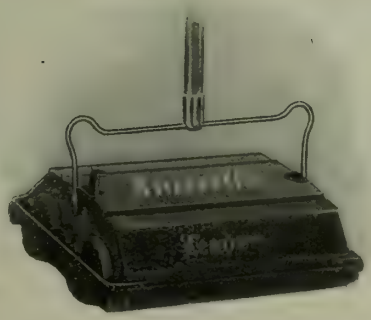
The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Toronto, Ont. **St. John, N.B.**

Stronger yet Lighter!



A Carpet Sweeper that is at once lighter and stronger than any other on the market should command your attention. That is only one of the many fine features of the

Shirreff Carpet Sweeper

All metal parts are steel, either nickeled or enameled, making the Shirreff much lighter and stronger than sweepers having cast iron parts. The Shirreff runs smoothly on frictionless metal bearings. Dirt can't touch the axles of a Shirreff because a tube protects them. Besides all these good points, don't forget that the

Shirreff is the only Sweeper which discharges dirt towards the centre.

You can empty the Shirreff into an ordinary dustpan.

Three grades

LEADER—PREMIER—PARLOR PRINCE

PRICES ON REQUEST

Shirreff Mfg. Co., Limited

BROCKVILLE - - - ONTARIO

Orders solicited through the jobbing trade.

Spear and Jackson Saws

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

SEYMOUR SHEARS

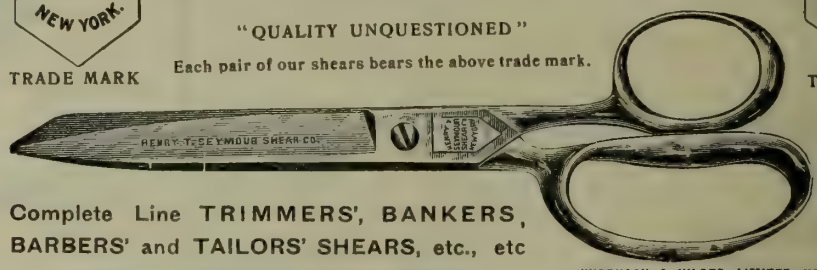
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

A Photograph of a Bartlett

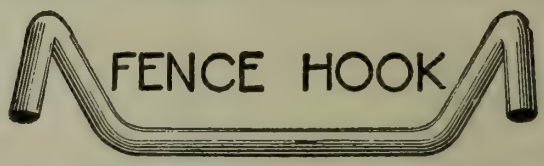
AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. **It means money to you too.**

ALEX. GIBB (Sole Agent for Canada), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd., PONTARDAWE, Wales

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.
or to
Canada Iron Furnace Co., Limited
MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

TINPLATES

All made out of the
BEST SIEMEN'S MARTIN STEEL
Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

Letters

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

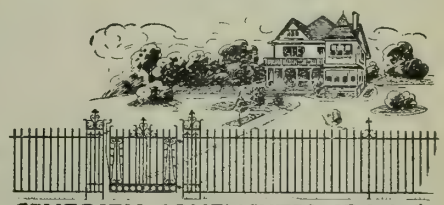
Write for Prices

J. E. RICHARDSON & CO.
18 Victoria St. - TORONTO
'Phone Main 7363

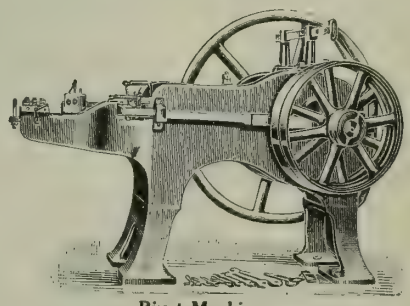
ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.



CANADIAN ORNAMENTAL IRON CO.
SPECIALTY - - - IRON FENCES.
35 YONGE ST. ARCADE.
TORONTO.



Rivet Machine

ED. BRAND ENGINEER,

'THE' Wire Working Machinery Specialist

35, Shakespeare Street, MANCHESTER, England.

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving.

Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c.

Plants working in all parts of the world.
Experience extending over many years in the Wire Trade.

CORRESPONDENCE SOLICITED
Mention Hardware and Metal when writing.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
Amatite 70
Ambard, Lucien F. & Co 63
American Shearer Co 11
Atkins, E. C., & Co 74
Atlas Mfg. Co. 11
Aylmer Pump & Sale Co 15

B

Baglan Bay Tin Plate Co 77
Banwell Hoxie Wire Fence Co 10
Barrett, W. L. 10
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 76
Barton Netting Co 20
Bogart, Frank 17
Boker, H. & Co. outside front cover, 73
Bowser, S. F., & Co., Limited 60
Brand, Ed 77
Brandram-Henderson, Limited 56
Brantford Screw Co 81
Brantford Roofing Co. 70
Brown, Boggs Co 9
Buffalo Mfg. Co 16
Butterworth & Co 27

C

Canada Cycle & Motor Co 21, 24
Canada Foundry Co 12
Canada Horse Nail Co 14
Canada Metal Co 23
Canada Paint Co 58
Canada Wire Goods Mfg. Co 12
Canadian Bronze Powder Works 59
Canadian Fairbanks Co 8
Canadian Hart Wheels Co 17
Canadian Heating & Ventilating Co 27
Canadian Ornamental Iron Co 77
Canadian Rubber Co ..... outside back cover
Caverhill, Learmont & Co 7
Canadian Logging Tool Co 73
Carter-Crume Co 10
Cavers Bros 17
Chicago Eye Shield Co 19
Chicago Spring Butt Co 1
Clauss Shear Co 65
Collins Mfg. Co 11
Consumers' Cordage Co 21
Covert Mfg. Co 53
Crescent Wire & Iron Works 11

D

Davey & Co 11
Davidson, Thos., Mfg. Co 9
Dennis Wire and Iron Co 13
Dieckmann, Ferdinand 49
Directory of Manufacturers 11
Disston, Henry, & Son 72
Dominion Cartridge Co 30
Dominion Wire Mfg. Co 19
Dominion Hammock Co 16
Dorken Bros ..... outside front cover
Dowswell Mfg. Co 1
Drummond-McCall 7

E

Eadie-Douglas Co 62
Enterprise Mfg. Co., of Akron, Ohio . 15
Enterprise Mfg. Co 71
Erie Specialty Co ..... inside back cover

F

Ford Auger Bit Co 12
Forsyth Mfg. Co 15
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co 70
Gibb, Alexander 77
Gilbertson, W., & Co 76
Greening, B., Wire Co 16
Guelph Spring & Axle Co 77
Gutta Percha & Rubber Mfg. Co ..... outside back cover
Gurney Foundry Co 25

H

Hamilton Bridge Co 20
Hamilton Cotton Co 17
Hamilton Rifle Co 71
Hanover Portland Cement Co 11
Harris, J. W., Co 72
Heinisch, R., Sons Co 59
Hopkins & Allen Arms Co 68
Howland, H. S., Sons & Co 6
Hutton, Jas., & Co 14
Hyde, F. & Co 76

I

Imperial Varnish and Color Co 55
Independent Cordage Co 23
International Varnish Co 61

J

James & Reid 11
Jardine, A. B., & Co. 77
Johnson's, Iver, Arms and Cycle Works 53

K

Kemp Mfg. Co 30
Kerr Engine Co ..... inside back cover

L

Lamplough, F. W 15
Leslie, A. C., & Co. 53
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 74
London Foundry Co 74
London Rolling Mill Co 17
Lucas, John & Co 81
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

Mc

McArthur, Alex., & Co 64
McArthur, Corneille Co 60
McCaskill, Dougall & Co 55
McClary Mfg Co 26
McDougall, R., Co 69
McFarlane Walter 69
McGlashan-Clarke Co., Ltd 20
McKinnon Dash & Metal Works 24

M

Mace, A H 12
Manitoba Iron Works Co 49
Manufacturers List Co 11
Maple City Mfg. Co 14
Maxwell, David & Sons 74
Martin-Senour Co 57
Meaford Wheelbarrow Co 19
Metallic Roofing Co 51
Metal Shingle and Siding Co 70
Montreal Rolling Mills Co 53
Moore, Benjamin, & Co 57
Morrison, James, Brass Mfg. Co 29
Munderloh & Co 67

N

National Hardware Co 22
Nelson, H. W., & Co 23
Newman, W., & Sons 11
Nicholson File Co 79
Nickle Plate Stove Polish Co 12
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 77

O

Oakey, John, & Sons 77
Ontario Lantern & Lamp Co 28
Ontario Tack Co 53
Ontario Wind Engine and Pump Co 11
Orford Copper Co 77
Oshawa Steam & Gas Fittings Co 12
Otterville Mfg. Co 12
Owen Sound Wire Fence Co 14

P

Parker Wire Goods Co 11
Parmenter & Bullock Co 11
Paterson Mfg. Co 66
Penberthy Injector Co 31
Pearson, Geo D. & Co 21
Pease Foundry Co 49
Pelton, Godfrey S 59
Peterborough Lock Co 20
Pink, Thos 2
Plymouth Cordage Co 22
Pringle, R. E. T 12

Q

Queen City Oil Co 55
Quibell Bros 68

R

Ramsay, A., & Son Co 59
Rapid Tool Co 14
Richardson, J. E 77
Ridgeway's Agency 49
Robertson, James Co 76
Ross Rifle Co 80

S

Samuel, M. & L., Benjamin, & Co 2
Seymour, Henry T., Shear Co 76
Sharratt & Newth 55
Sherwin-Williams Co 51
Shirreff Mfg. Co 75
Simonds Mfg. Co 73
Simonds Canada Saw Co 75
Smart, Jas, Mfg. Co 15
Spear & Jackson 75
Stairs, Son & Morrow 19
Standard Paint and Varnish Works 59
Steel Trough & Machine Co 11
Still, J. H. Mfg 72
St. Arnaud Freres 53
Stevens-Hepner Co 60

T

Taylor-Forbes Co. .. outside front cover 13
Thompson, B. & S. H., Co ..... outside back cover
Time Saving Coupler Co 69
Toronto Plate Glass Importing Co. 10

U

United Factories 63
United Roofing and Mfg. Co 15
United States Coin Lock Co 17
United States Steel Products Co 29

W

Want Ads
Western Wire & Nail Co 76
White Mop Wringer Co. inside back cover
Whitman & Barnes 18
Wilkinson, Heywood & Clark 60
Woodstock Wagon & Mfg. Co 10
Wood-Vallance & Co 3
Wright, E. T., & Co 13

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd, Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Acme Can Works, Montreal.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co, Toronto.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Clutch Nails.
J. N. Warminton. Montreal.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd, Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London. Ont.
Kemp Mfg. Co., Toronto

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salverda, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co, Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd, Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co, London, Ont.
Canadian Ornamental Iron Co., Toronto

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd, Montreal
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers.
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros. Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Bowes, Jamieson Co., Hamilton, Ont.
Davidson, Thos., Mfg. Co., Montreal
Clare Bros., Preston, Ont.
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.
Meaford Wheelbarrow Co., Meaford Ont

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prism
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

We Would Be Pleased To Give You Quotations on Any Special Form of Bolt Made to Sample.

BRANTFORD SCREW CO., LIMITED
BRANTFORD

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

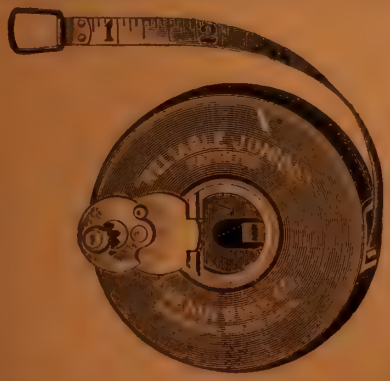
NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.

Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868 — Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

IN STORE AND ARRIVING BY FIRST STEAMERS:

"F. B. & W." Dry White Lead
" Genuine Red Lead
" Orange Mineral
" Ground Litharge
" Flake Litharge
Reduced Red Lead
"V.M." Zinc Oxides
Nitrate of Lead

We can quote you lowest prices, and shall be pleased to have your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

RUBBER GOODS

Everything for the Hardware Trade

write for our complete Sets of Handsome Catalogues.

We've got the Goods

Let us handle your proposition. We want your business and can save you money and trouble.

HOSE — PACKINGS — VALVES — FIRE HOSE SUPPLIES — BELTING

THE MARK OF QUALITY

THE CANADIAN RUBBER CO. OF MONTREAL, LIMITED.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, MAY 23, 1908 NO. 21.

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers Vices

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses

MADE IN THE EMPIRE

But don't buy

"QUEEN'S HEAD"

for this fact alone. Buy it because it is the BEST GALVANIZED IRON you can get.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

SALESMANSHIP AND LAWN MOWERS!

You may be an excellent salesman. But if you are not handling the right goods you are sadly handicapped in the race for business. Taylor Forbes Lawn Mowers are the kind that do justice to good salesmanship, you can ***ENTHUSE*** over them—for they deserve it. They are made only of the very best material, put together with the best workmanship available. Result; lawn mowers that are practically perfect in all points.

CATALOGUE?

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, - GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West. ST. JOHN, N.B., H. G. Rogers, Agent.

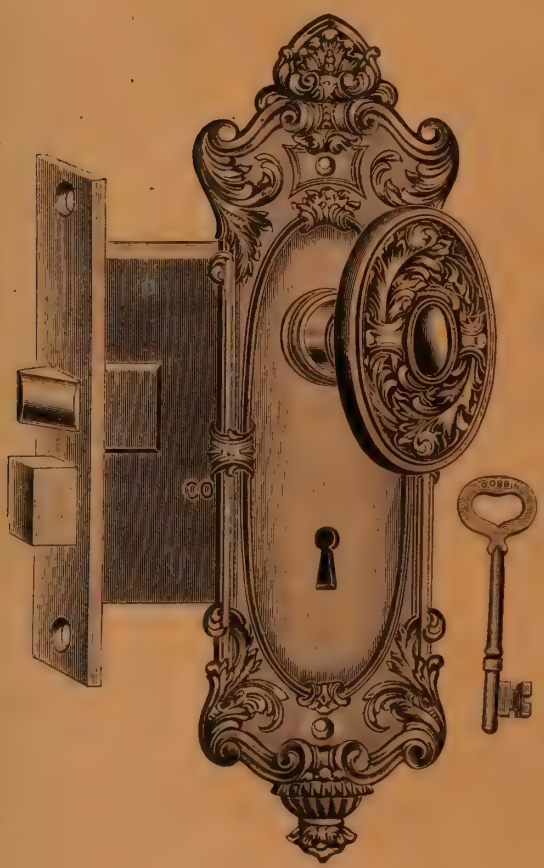
VICTORIA B.C., J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

The Building Trade

The Building Trade has begun with a rush. Our supply of Hardware was never better in our history.

Front Door Sets, Inside Door Sets, Sliding Door Sets



Elaborate Designs in Brass, Bronze and Steel Escutcheons, Flush Sash Lifts, Electric Push Buttons, Bolts, Door Pulls, Door Handles, Store Door Locks, Latches, Push Plates, Kick Plates, etc., etc.

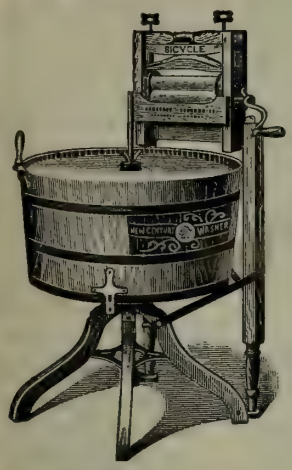
Productions of All the Leading Manufacturers

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

Something You Ought to Be Selling



The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.
HAMILTON, ONT.

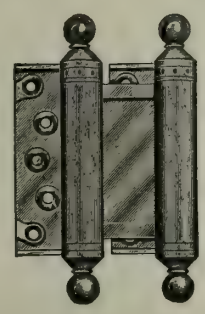
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

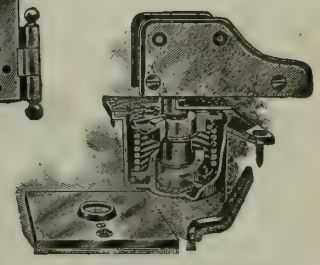
TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY EXCEL IN
- Easy Running
- Quick Freezing
- Economy
- Convenience
- Practical Results

THEY ARE
- Well Advertised
- In Demand
- Easily Sold
- Satisfactory in Use
- Of Known Reputation

"BLIZZARD"

"GEM"

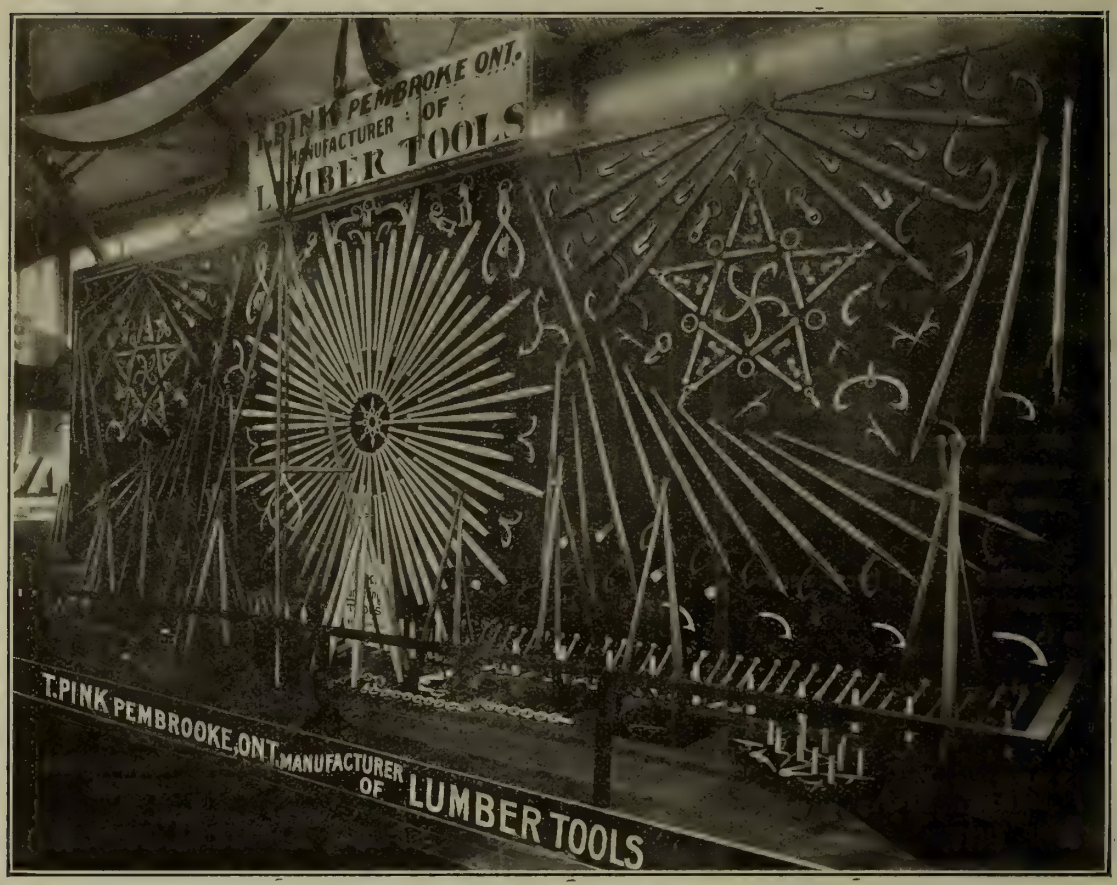
"LIGHTNING"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

TINPLATES

Coke and Charcoal

Enquiries Solicited

M. & L. Samuel, Benjamin & Co.

Toronto, Ontario **London, England**

The Snip which will give the Workman the Maximum amount of Satisfaction

This is the one for You to Handle.

WISS FORGED STEEL Tinner Snips

are superior in quality and construction—in shape, in cutting edge, in strength, in tests and in finish. They work easier than others of the same general appearance.

A piece of the finest crucible steel welded to the toughest of steel forgings gives the Wiss Snip its perfect lasting cutting edge—an edge that will not break or chew the work and which is always sharp. The blades are perfectly shaped, with points made strong and the handles formed so that they will not tire the hand in continuous use.

Every Wiss Snip is thoroughly tested in every particular and is unrestrictedly guaranteed to give absolute satisfaction.

The Wiss Trade Mark J. WISS & SONS NEWARK N.J. U.S.A. is the consumer's protection and is your assurance of highest possible quality.

Have you seen the new Wiss Combination Snip? A straight snip that will also cut curves.

WRITE TO US FOR INFORMATION AND PRICES.

LEWIS BROS., LIMITED, Agents for the Dominion of Canada

TORONTO OTTAWA **MONTREAL** CALGARY VANCOUVER

Manufactured by J. Wiss & Sons Co., Newark, N.J., U.S.A., since 1848.

Lawn Mowers

How about your repeat orders ? Our stock is still complete with all sizes of Woodyatt, Maxwell, or Pennsylvania makes, ready for prompt shipment upon receipt of your order.

Lawn Trimmer and Edger

The handiest and most up-to-date lawn trimmer ever offered for sale. It will do the work a lawn mower cannot do. Our price is right. Include one with your next order.

Lawn Rakes

"Crescent" reversible wire tooth, 20 or 24 inch.
"Gibbs Dandelion" destroys the dandelion, but will not hurt the grass.

"Grass Shears" for trimming borders, flower beds, etc., with either short or long handles.

"Lawn Sprinklers," Fountain, Rainbow, Midget, California. These are a few of our best.

For a fuller description of the above articles consult our general catalogue.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

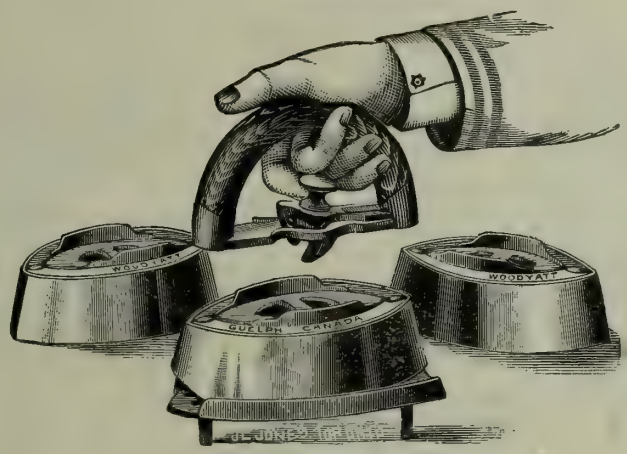
H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale · 138-140 WEST FRONT STREET, TORONTO. Wholesale Only

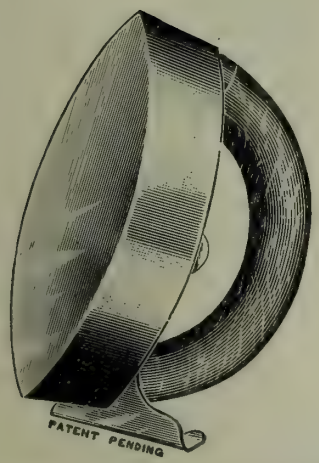
IRONS

Fluting Iron



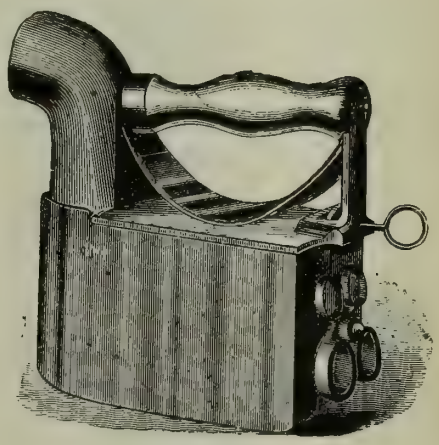
Mrs. Potts Sad Irons
Plain, Polished and Nickel Plated.

Flounce or Sleeve Iron



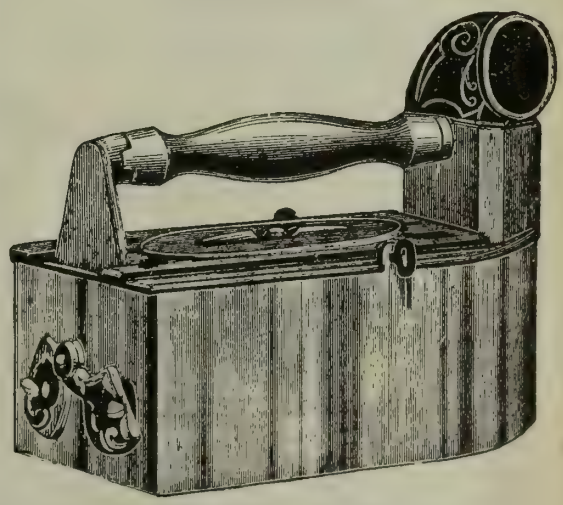
Mrs. Potts Sad Iron Handles.

Charcoal in bags



Charcoal Iron—Double Flue.

Charcoal Iron—Single Flue



Charcoal Iron—Double Flue

For lines of Irons and Handles see our Hardware Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

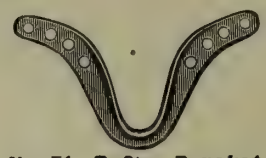
Opposite Union Station

We Ship Promptly · GRAHAM NAILS ARE THE BEST · Our Prices are Righ

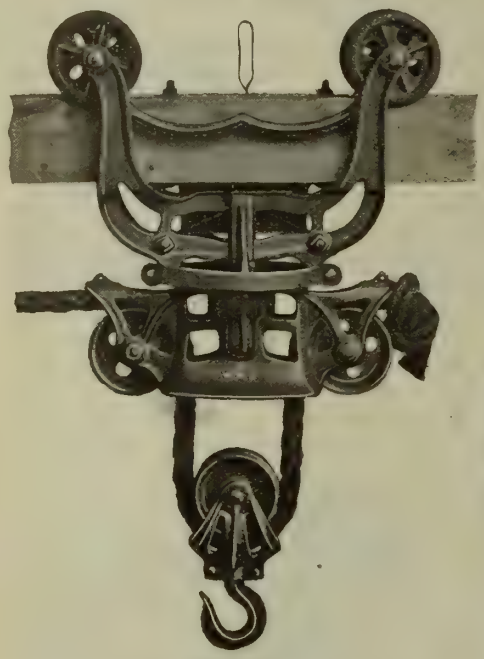
SEASONABLE GOODS

No. 50
Rafter Bracket

No. 470
Rafter Grapple

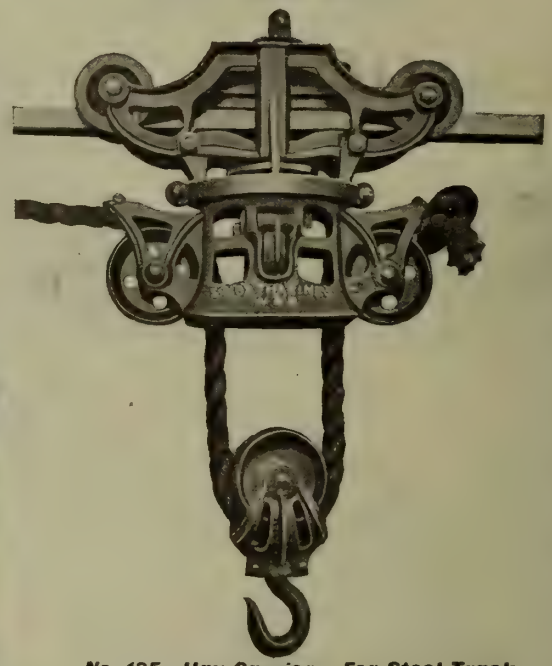


No. 51 Rafter Bracket

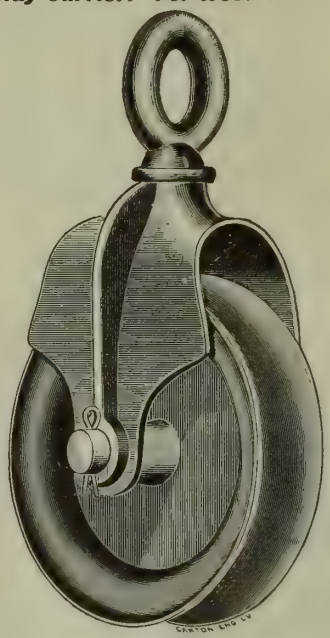


No. 125
Hay Carrier. For wood track.

No. 25
Hay Fork



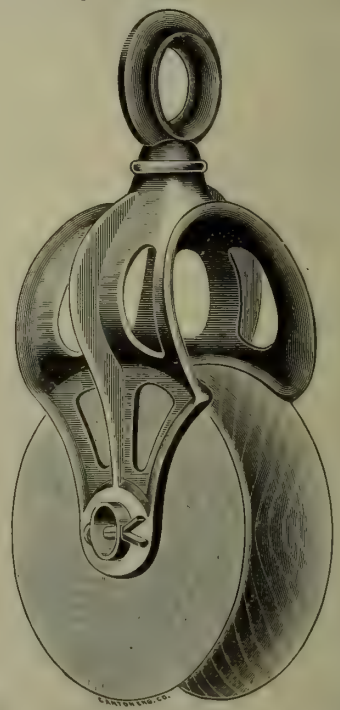
No. 135 Hay Carrier. For Steel Track.



No. 115
Hay Fork Pulley. Cast Iron Sheave.

No. 54
Rope Hitc

Floor Hooks



No. 118 Knot-Passing Hay Fork Pulley

For prices, write us direct, or ask our travellers to quote.

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

F.&W.

The Thermos Bottle

I DO SOMETHING THAT NEVER WAS DONE BEFORE

is a wonderful receptacle that retains cold or heat for days.

It is, however, a very simple thing and the principle employed is one that has been known for many years and awaited an inventive genius to apply it.

The **THERMOS** Bottle is made of two glass bottles one inside the other with an airless space between. This airless space, or vacuum, cannot transmit heat or cold, hence the liquids in the bottle can be maintained at their original temperature for long periods.

THERMOS bottles are adapted to many uses. They are used by hunters, yachtsmen, travellers, motorists, in the sick room and nursery, for pic-nic parties, fishermen, snow-shoers, ski-ists, and canoeists. They can be used by the workman or office hand who takes his noon-day meal at his work, to keep liquid brought from home, hot or cold.

THERMOS bottles are made of glass covered with a nickel plated case and screw top which forms a cup. They can be had also with red morocco cover. They are made to hold one pint.

No. 1 Morocco covered. No. 6 Nickel-plated.

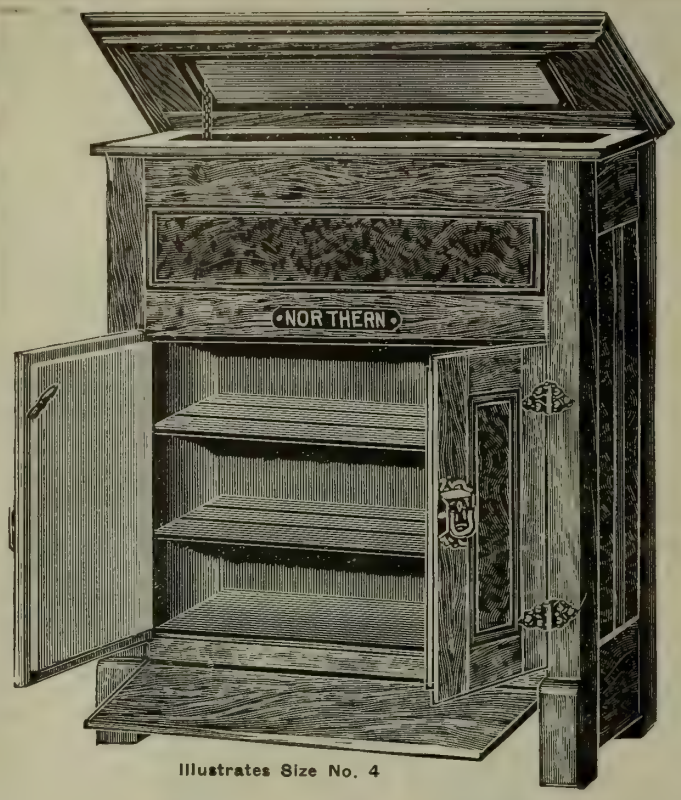
Our travellers will show you the bottle.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street, QUEBEC. FRASERVILLE.



Illustrates Size No. 4

REFRIGERATORS

Prepare for the demand by placing your order now.

OURS

The "NORTHERN"

Refrigerates on the Dry, Cold Air Principle.

No interior sweating. They are made from well-seasoned hardwood with antique flow finish. Zinc-lined throughout. New style swing base. Extra large ice box. Patent drip valve. Air space and insulated with paper and wood.

Also fitted with improved galvanized iron shelves, raised panels, fancy brass locks and hinges. In fact, they are splendid value.

Made in three sizes.—No. 1 and 2 with single doors, No. 4 with double doors.

We can ship promptly. Write for dimensions and prices.

The THOS. DAVIDSON M'F'G CO., Limited, Montreal and Winnipeg

YOU CAN SEE DAYLIGHT

in the remotest corner of a large room, if the windows where the light enters are glazed with

MAXIMUM LIGHT GLASS

Don't forget this fact when that builder who is a customer of yours comes into your store again. He may be needing this very thing to solve the problem of a long room with windows at one end only. Better write for our catalogue so as to be prepared! There is a prismatic principle in MAXIMUM Light Glass found in no other make.

The HOBBS MANUFACTURING CO., Limited

TORONTO LONDON WINNIPEG

PRATT AND WHITNEY SMALL TOOLS

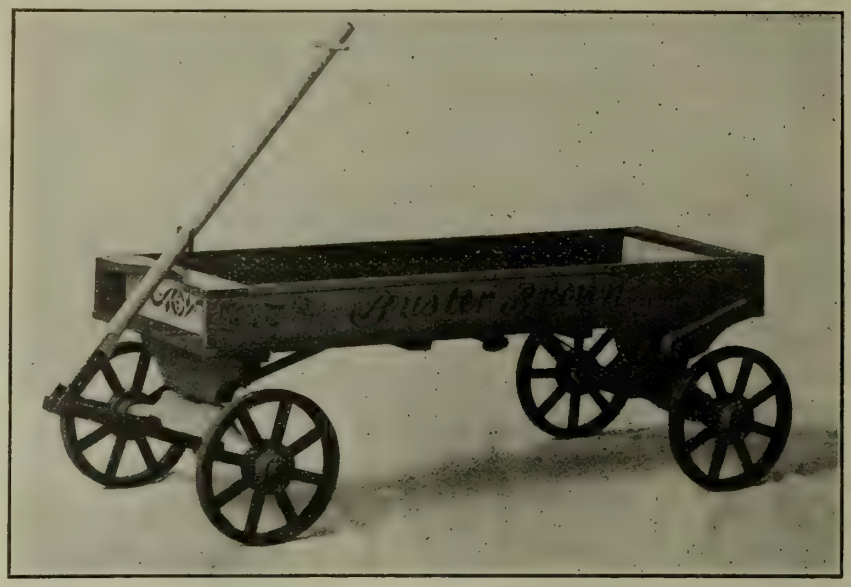
TAPS
DIES
REAMERS
DRILLS
MILLING CUTTERS
ETC.

Used by the best manufacturers.
Sold by the best dealers.

The Canadian Fairbanks Co. LIMITED

MONTREAL

TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER



Made in Canada.

AGENTS WANTED IMMEDIATELY

For the new

"BUSTER BROWN"

line of first-class

Canadian made Children's Express Wagons

also suitable for light carting and other purposes.

NOTE THE FOLLOWING FEATURES:

1. Strongly made from selected stock.
2. Tight Springboard Bottom 14¼ in. x 36 in.
3. Removable skeleton Express Box.
4. 1⅛ in. x 2¼ in. first-class Hard Maple Axles.
5. Extra heavy 8 inch wheels with special pattern Iron Hubs; ⅝ in. Spokes; ½ in. x ¾ in. Rims bent in one piece; ⅛ in. x ¾ in. tires. Tires set on Hydraulic Tire Setter.
6. Oil Chambers in Hubs help to retain oil or grease and keep wheels cleaner. Require less attention.
7. Heavy Perfect Steering Mechanism. Note special pole connection: no wear on the wood.
8. Iron Braces on front and rear axles.
9. Equipped with Brake.
10. Attractively finished. Box and gearing in the natural wood with red and green trimming; wheels red.

This is really a first-class article, made of identically the same classes of materials as our regular line of Farm and Freight Wagon, etc., where strength and endurance are the prime factors, and finds ready sale throughout the Dominion. The durable article is becoming more popular every day and extensive sales have been made in many places with a good margin of profit.

Packed 1-3 dozen in crate, K.D. Weight, 25 lbs., each. Prices and terms on application to

The Woodstock Wagon and Manufacturing Co. Ltd.,

WOODSTOCK, ONT.

Watch for special announcements in succeeding issues.

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION

STROPPING MACHINE

Note vertical motion.

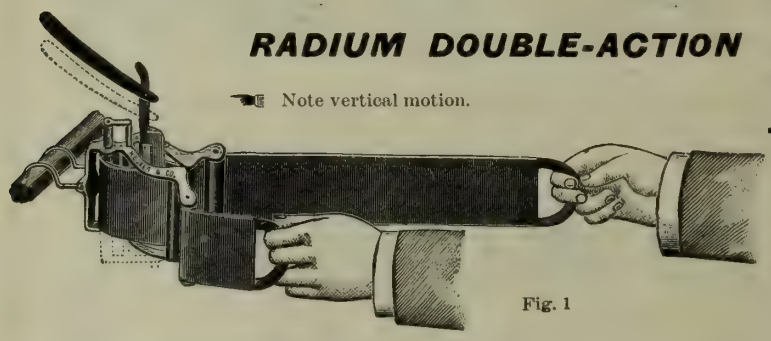


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

—THE—
CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
THE MANUFACTURERS LIST CO.
Publishers,
P.O. Box 334 Toronto.

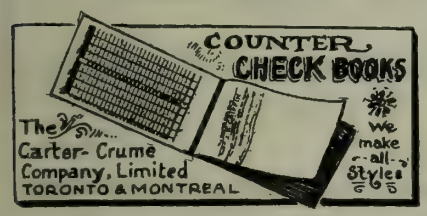
CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

CHECK BOOKS



FIRE ESCAPES.

James & Reid Improved Folding Fire Escape and Roof Ladder.
Reasonable in price and of simple construction. Made of 3/8 round, high-grade steel. Sections and hooks 12 inches long.
Write for further particulars.
JAMES & REID, Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

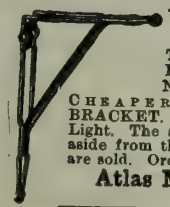
METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

Ship, Yacht and Boat Fittings

Davey's Patent Windproof Ship Signal Lamps
Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin.
Manufactured by
THE COLLINS MFG. CO., - TORONT

TANKS.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.

VENTILATOR

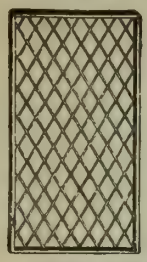
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

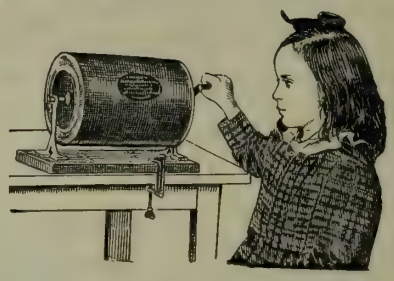
FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS



Twice as quick as any other machine with half the ice.

NO DIRT
NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,
746 Notre Dame St. West, - MONTREAL

"Diamond" Brand Fittings

are Perfect Fittings

And perfect fittings are the only kind it really pays to sell if you are after the steamfitters' permanent trade.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Pflueger's Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

THE ERECTION AND REPAIR OF

WIRE FENCING

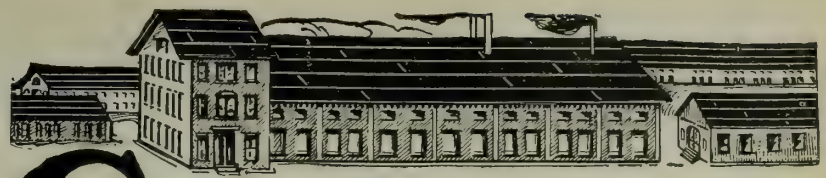
is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department

10 FRONT STREET EAST, - TORONTO



CONGO

NEVER LEAK ROOFING

AMONG a dozen kinds of roofing in a store most practical purchasers will select Congo.

They like its smooth, clean, fine-looking surface.

They notice its remarkable pliability and they know that it therefore will be an easy matter to lay it snug and tight.

The toughness of Congo is sure to be admired and wins over the man that wants durability and reliability.

The customer who intends to cover an old rough shingle roof finds that Congo is just the strong kind of stuff he needs.

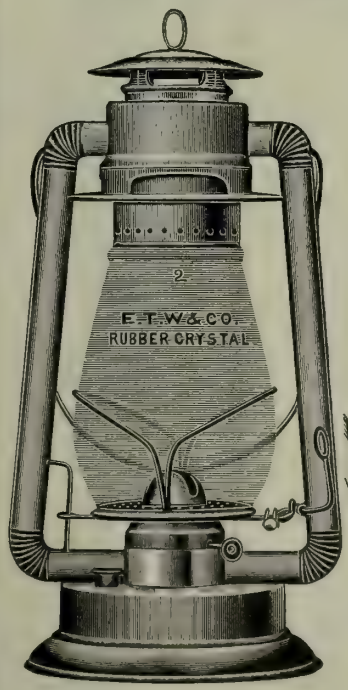
Sample and Booklet free on request.

UNITED ROOFING AND M'F'G. CO.

Successors to Buchanan Foster Co., Philadelphia, Pa.

H. S. Howland, Sons & Co., Toronto — Starke-Seybold, Ltd., Montreal
Mechanics Supply Co., Quebec — S. Hayward Co., St. John, N.B.
Geo. E. Smith & Co., Halifax, N.S.

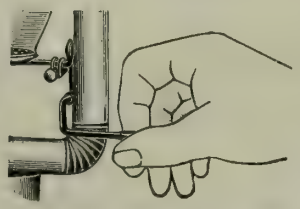
Wright's 1908 New Lift Lantern



This is our NEW IMPROVED PATENT LIFT. The most effective lift yet invented.

It is neat, strong and durable, and cannot get out of order.

This Lantern is made of the very best material obtainable and has proved to be SUPERIOR to every other lantern on the market.

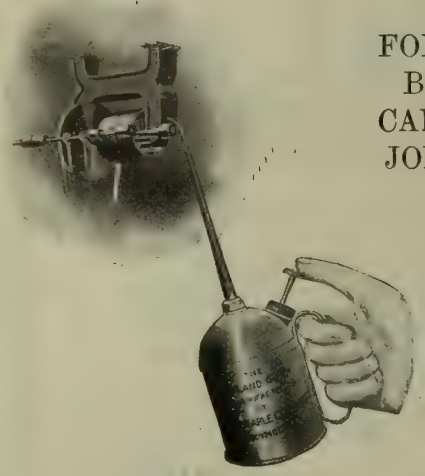


When ordering lanterns, be sure and order the best, and you can only obtain the BEST by sending your order to

E. T. WRIGHT & CO., Hamilton, Ont.

SOLD BY ALL THE LEADING JOBBERS.

The Howland Pump Oiler

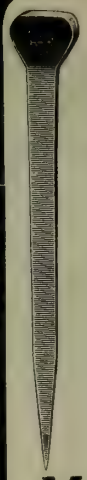


FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois



What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

THE LIFE OF A FENCE

depends upon the quality of the wire and the way it is constructed, which is the reason for the popularity of the

"DILLON"

Hinge-Stay Field Fence

The wire is the strongest, and the hinge-stay construction makes it practically unbreakable.

CATALOGUE ON REQUEST

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by
Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Clean, Straight Boring

is absolutely assured to the man who uses the

"RAPID" AUGER BIT

with the patent

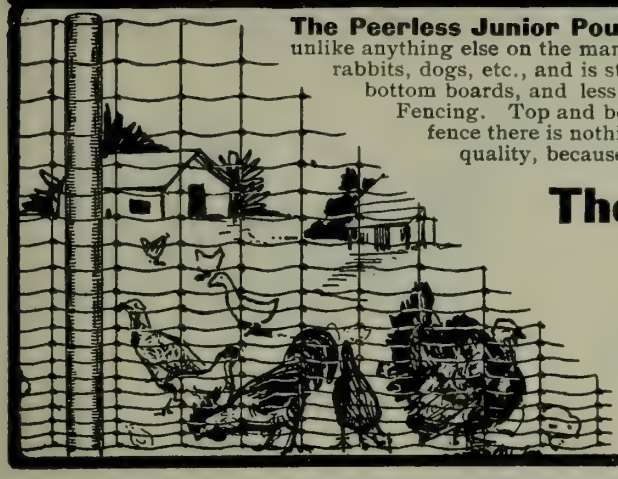
GUIDE POINT

Moreover, Rapid Auger Bits are made of a specially good grade of tool steel. Sell Rapid Auger Bits and you are sure of excellent profits and satisfied customers.

The Rapid Tool Co., Limited

PETERBOROUGH, ONT.

PEERLESS JUNIOR POULTRY FENCE



The Peerless Junior Poultry and Garden Fence is in a class by itself, being unlike anything else on the market. It is woven close enough to turn small chickens, rabbits, dogs, etc., and is strong enough to turn large animals. It requires no top or bottom boards, and less than half the posts required by the ordinary Poultry Fencing. Top and bottom wires are No. 9 hard steel. As a general-purpose fence there is nothing obtainable that will fill the bill so well, and its lasting quality, because of its extra strength, makes it

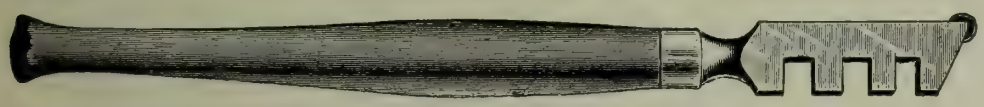
The Most Durable Poultry Fence You Can Buy

Peerless Junior Fence has double the strength that would ever be required of it. It has a breaking strain of at least 8000 lbs. Don't you think it is just the fence you want? For prices and further particulars, drop us a card.

THE BANWELL-HOXIE WIRE FENCE CO., (Ltd.)

Dept. J , Hamilton, Ont. **Winnipeg, Manitoba**

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.



BARRETT'S STANDARD GLASS CUTTERS

Sold by All Progressive Hardware Merchants. Send for prices

W. L. BARRETT, Mfr., Bristol, Conn., U.S.A.

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

H&R GUNS AND REVOVLERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

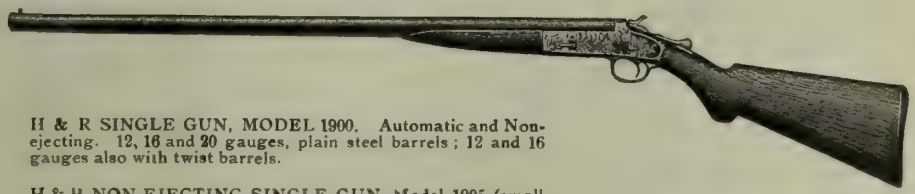
Our catalogue tells about our full line and gives valuable selling points.

WRITE FOR IT.

Here Is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



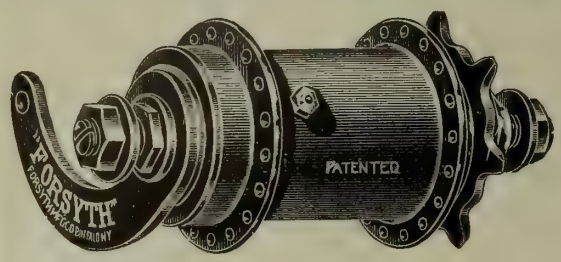
H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

HARRINGTON & RICHARDSON ARMS COMPANY

515 PARK AVE., WORCESTER, MASS., U.S.A.

ARE YOU SELLING BIKES?



Of course you know that our old friend the bike is once more a popular favorite! Your stock of bicycle sundries is incomplete unless you have the

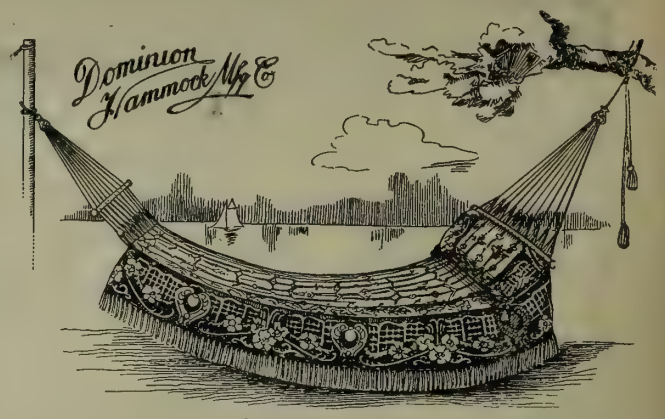
Forsyth Coaster Brake

"IT ALWAYS WORKS"

No use selling ordinary, unreliable coasters when there is a whole heap of profit in Forsyth Perfect Coasters.

Forsyth Manufacturing Co.

BUFFALO, N.Y.



Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

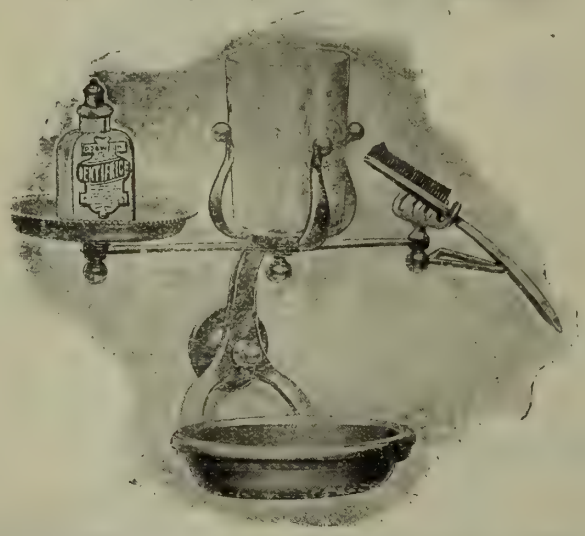
DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

The Buffalo Manufacturing Co.

BUFFALO, N.Y.

When you get our goods you know you get THE BEST.



We manufacture Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, Etc.

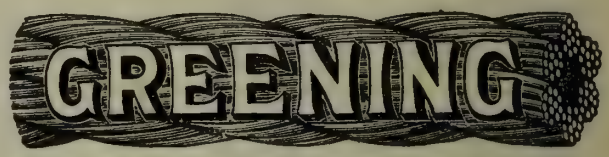
All High Grade and Exceedingly Presentable.

Represented by **H. F. McINTOSH & CO.**

51 Yonge Street, Toronto, Ont.

Write for Catalogue.

WIRE ROPE



All kinds and sizes and for all purposes

Standard & Lang's Patent Lay

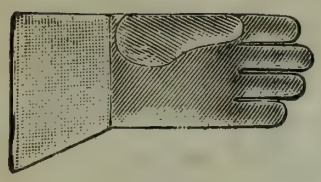
PRICES RIGHT. PROMPT SHIPMENTS.

Rope Fittings. Rope Grease.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, Ont. MONTREAL, Que.



FULL LINE OF
Canvas and Leather Faced
GLOVES
NOW BEING SHOWN WHOLESALERS
SAMPLES UPON REQUEST.
The B.B. Glove & Mitt Co.
BEEBE PLAIN, QUE.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Manufacturers' Notice

We are prepared to manufacture vending machines under patent No. 99,296 May 29, 1906.

Canadian Agency

United States Coin Lock Co.
220 West 47th Street
NEW YORK, U. S. A.

Auto Spray
Compressed-Air
Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.
Sole Agents for the Dominion

SCYTHE STONES

Razor Hones, Knife Sharpeners, Axe and Slip Stones, etc.

are much more satisfactory when made of

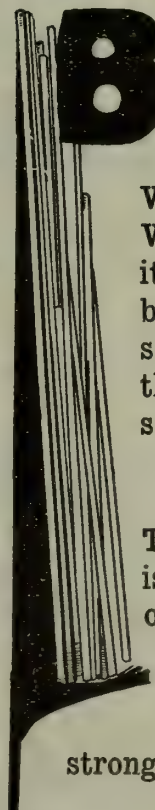
EMERY AND CORUNDUM

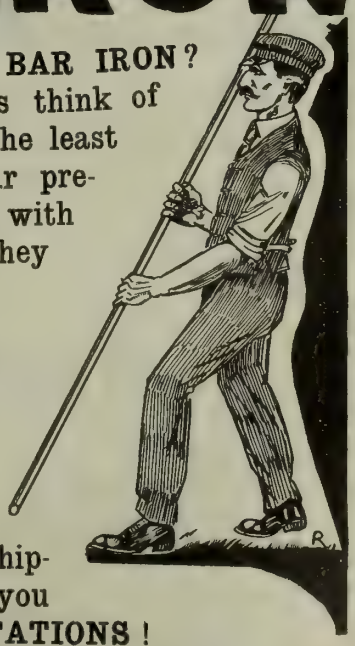
And there is no need for you to go outside of Canada and pay a big import duty to get the very best in this line. The quality and finish of our goods are the very highest grade, while our prices are the closest on the market.

Send For Our Catalogue To-Day!

Canadian Hart Wheels, Limited
Hamilton, Canada

BAR IRON





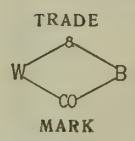
Where do you get your BAR IRON? What do your customers think of its quality? If you are the least bit dissatisfied with your present source of supply or with the quality of the iron they sell you,

GIVE US A TRIAL

The quality of our Bars is absolutely satisfactory; and the closeness of our prices and promptness of our shipments will appeal to you strongly. ASK US FOR QUOTATIONS!

LONDON ROLLING MILL CO., LIMITED
LONDON — CANADA

ANNOUNCEMENT



We beg to advise that our recent fire will not prevent us from giving prompt and careful attention to all orders sent us and we trust we may hear from all our customers and friends with their orders and inquiries as usual.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office,
ST. CATHARINES, ONT.

ANNOUNCEMENT

The **Standard Chain Co., Limited, of Canada** beg to announce to the Trade that their factory at **Sarnia, Ontario,** has been in operation for some time, and that they are in a position to **make prompt shipment of**

Chain, Made In Canada

of the same quality, so well known to buyers, as that they have been shipping from the United States, **for all purposes.**

Standard Chain Co., Ltd., of Canada

Sarnia, - Ontario

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

Manufacturers of

Iron and Steel Wire,
Barb Wire,
Galvanized Wire,
Coiled Spring Fencing,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Cotters,
Tin Wire Barrel Hoops,
Strand Wire.

Rush along your specifications for

WIRE NAILS, WOOD SCREWS

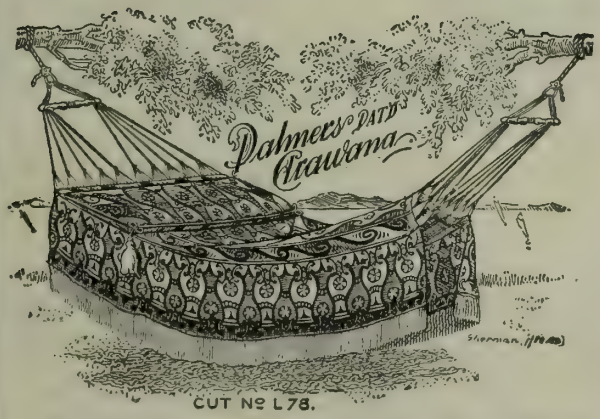
Don't wait until you need the goods, but look ahead a few days and give us a fair show, and we will do our best to please you.

36" AND 40" NETTING

PALMER HAMMOCKS

and

ACCESSORIES



CUT Nº L78.

Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1908 Catalog showing 112 colored illustrations.

NEW YORK OFFICE
55 Worth St.

The I. E. Palmer Co.

MIDDLETOWN CONN.

Canadian Representative:
R. N. SCOTT, - - 200 McGILL ST., MONTREAL

7/4 AND 8/4 LENO

Style Counts in the Fixture Business

When you start to sell fixtures you've got to tickle the fancy of a variety of tastes. Which makes it imperative to get in touch with an up to-date, thoroughly attractive line. Just write for our list and you will be as convinced, as are our many customers, that our line is unsurpassed in variety of design and finish and appropriateness of price.

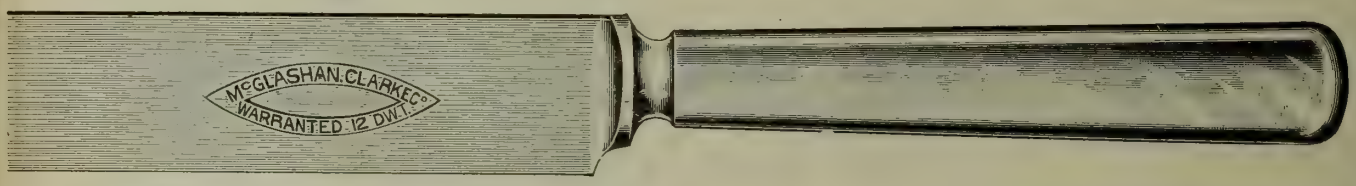
The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

THESE ARE GOODS YOU CAN SELL

Our Plated Ware, Cutlery, Nickel-Silver Flatware, etc., are made to meet real trade requirements. In design, finish and price they appeal to ***your*** customers.

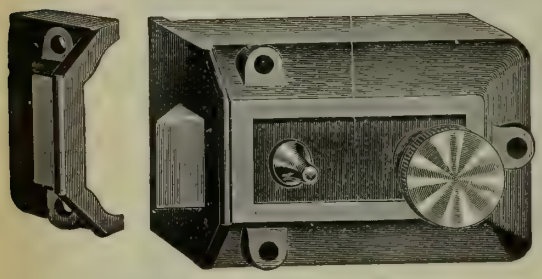


THE McGLASHAN, CLARKE COMPANY, Limited - Niagara Falls, Canada

AGENTS J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Are You Among the Prosperous

hardwaremen who are getting local **Structural Steel** business? Selling Structural Steel is getting to be a big item in the progressive hardware store, because steel is rapidly supplanting wood for building purposes. Let us help you to get the bulk of the Structural Steel business of your locality. We will quote you close prices, and supply you with any information you may require. Write us about it!

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

LION

TRADE MARK

BRAND

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

If you handle REFRIGERATORS, Why not keep the BEST?

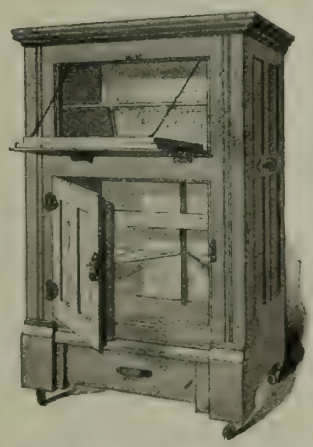
OUR

"Victoria" Refrigerator

is made to defy Competition.

Perfectly VENTILATED
Carefully INSULATED
Superior FINISH
Bronze TRIMMINGS

Galvanized lined and White Enamel lined.



Ask for our catalogue.

C. P. FABIEN

MANUFACTURER, - - MONTREAL

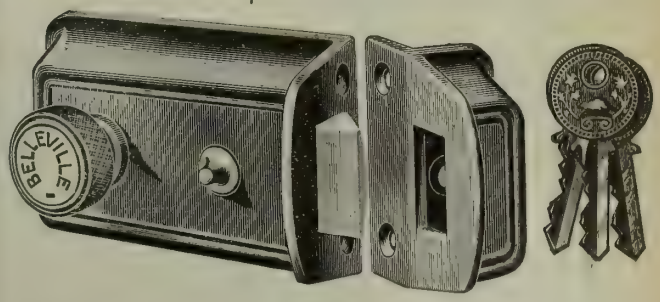
Toronto Sample Room: 178 Victoria St.
Stewart & Co., Representatives.

OUR ASSORTMENT OF

Builders' Hardware

IS REALLY MOST COMPLETE

We have Mortise and Rim Locks, Door Knobs and Bells, Sash Locks, Hat and Coat Hooks, Front Door, Inside and Bathroom Sets, in all up-to-date finishes and designs.



Ask your jobber for "**Belleville**" hardware. It's the "Best."

The Belleville Hardware Co., Limited

BELLEVILLE, - ONTARIO

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

SEND FOR CATALOGUE

FLUSH PLUG, No. 5418

HUBBELL ATTACHMENT PLUGS

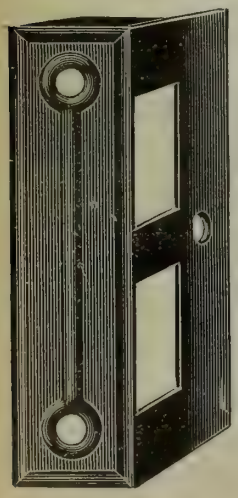
Combine all that's
PRACTICAL, CONVENIENT, RELIABLE

IDEAL FOR PORTABLES, FANS and COOKING APPARATUS.

NOTHING TO BURN OUT
NOTHING TO WEAR OUT
ALL STYLES TO SUIT ALL PURPOSES

No. 5406

The R. E. T. PRINGLE CO., Limited, MONTREAL, QUE. WINNIPEG, MAN.



This is the Only

Steel Rim Lock

Manufactured in Canada. A practical, attractive, well-finished Lock.

This is only one of the many fast-selling "National" hardware specialties. Our line of high-class builders' hardware is not excelled in Canada.

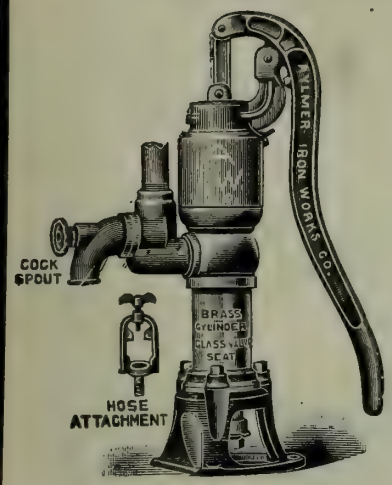
Ask your Jobber for ***National Builders' Hardware***

National Hardware Co., Ltd.
Orillia, Ontario, Canada

The Aylmer Double-Acting

House Force - Pump

ONE OF OUR LEADERS



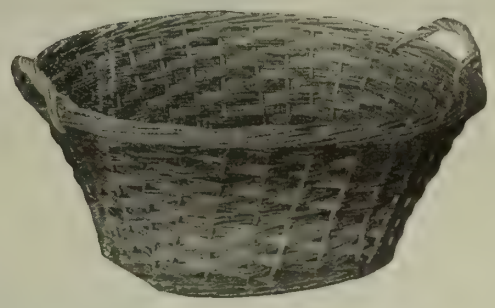
Notice it has a reversible handle, a cock spout, a brass cylinder, a glass valve seat, a perfect hose attachment.

Where did you ever see a pump with as many good points?

Write for Catalogue and Prices.

AYLMER PUMP & SCALE COMPANY, Ltd.
Successors to
AYLMER IRON WORKS COMPANY, Ltd.
Aylmer, Ontario

ESTABLISHED 1840.



WILLOW

Clothes
Market
Butcher
Delivery

BASKETS

All Sizes in Stock

H. W. Nelson & Co.
LIMITED
Toronto

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Plain Engine Lubricator with Drain and Tube. Made Strong and Durable

PENBERTHY

Hardware Merchants

TAKE PLEASURE IN SELLING

REPUTABLE GOODS

Penberthy Brass Goods

ARE THE BEST SELLERS

JUST A TRIAL ORDER WILL CONVINCE YOU
"ALWAYS BUY THE BEST."

Plain Steam Whistle, Made of Best Metal, Very Fine Tone.

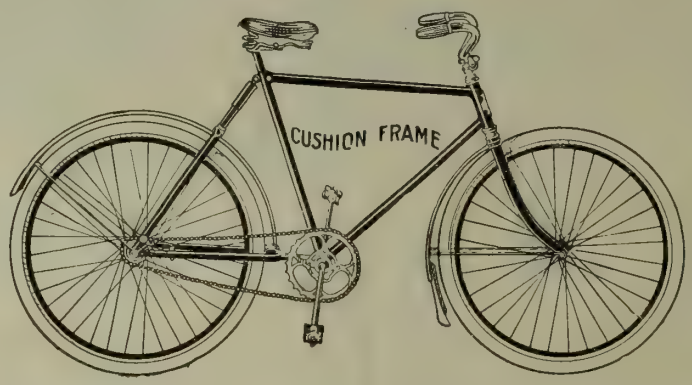
Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Six of One---Half a Dozen of the Other

A bicycle in your business will do what it does for the man who rides one—save money. In other words, money saved is money earned. Consider the profit earned from the bicycle, then figure on the ability of a handsome new wheel just fresh from the factory to attract attention. Put it in your window and count the number of people who come in and ask questions. Enquiries are the first step towards clinching a sale.



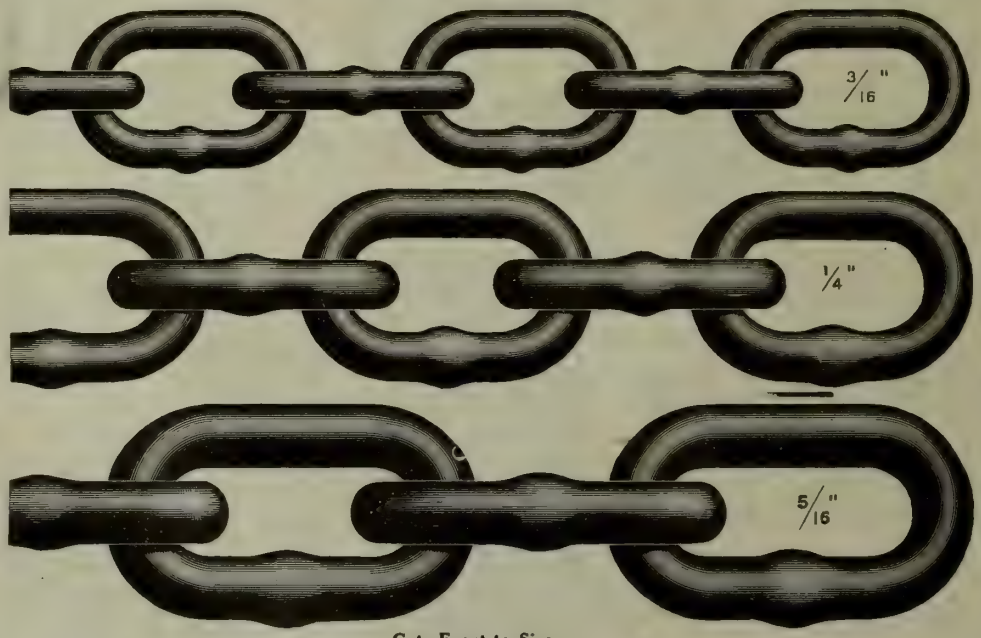
Massey Silver Ribbon, Cleveland, Perfect and Brantford, built in rigid and cushion frames by the

CANADA CYCLE AND MOTOR CO. Ltd.,

WEST TORONTO, - CANADA

WRITE FOR CATALOGUE H.

McKINNON Electric Welded Coil Chain



Cuts Exact to Size

Design Patented

Notice the

SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

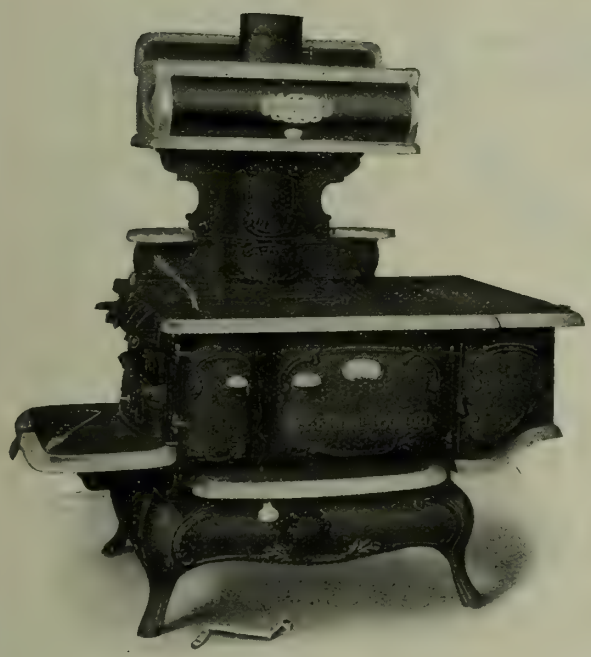
See that you get the SWELLED-WELD.

McKinnon Chain Works

ST. CATHARINES ONT.

Why Not Have Your Stove Business Come Easier?

Gurney's Imperial OXFORD



THEN YOU CAN CLOSE

Oven ventilation, grates, and other technicalities are all very mysterious to the woman who is buying a stove – She hears them though on every side—

DON'T JUST TELL THE SAME STORY

Show her the removable nickel rails on the Imperial Oxford—They may be lifted right off for wash day. **She can see that the Imperial will keep its new look.**

Show her the hearth that lifts up—The **only** clean way of removing ashes—And the ash pan is extra deep, too.

Show her the division strip that carries half the heat around the front of the oven—The part that "baked slow" in the old range.

YOU WILL BE SHOWING HER THINGS SHE KNOWS SHE WANTS.

The appearance of the range will delight her —The satin finished, semi-plain castings mean light work—She'll want these things—they are exclusive Imperial Oxford features.

And that's why the "most-modern" stove man handles the Imperial. We'd be glad to have a card from you. Ask us for more information, and our discounts.

Stock carried at—

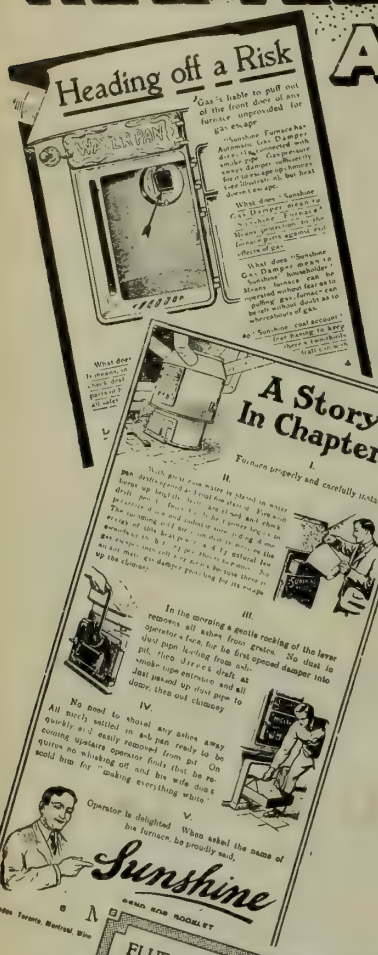
Toronto, Montreal, Winnipeg, Hamilton, Calgary, Edmonton, Vancouver

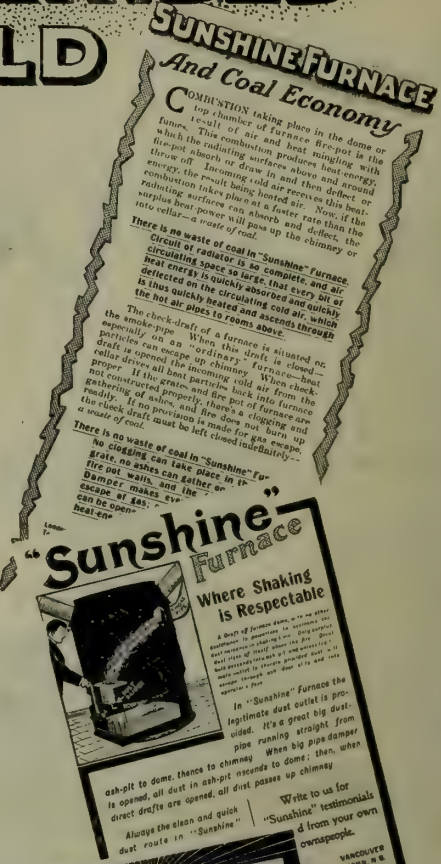
THE GURNEY FOUNDRY CO., Limited

Toronto

Good Goods

THAT ARE WELL ADVERTISED ARE HALF SOLD





YOUR customers frequently ask you for some line they saw advertised.

That's the result of advertising—you make a

quick and easy sale

at a good profit.

The leading newspapers of Canada now contain attractive ads. of

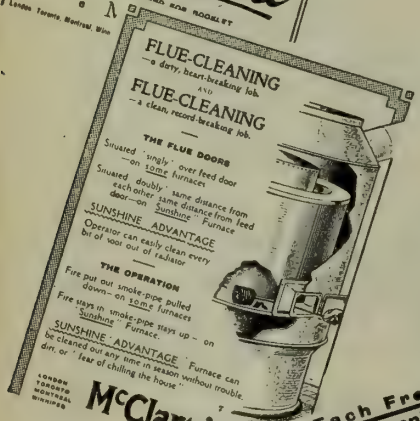
Sunshine Furnaces

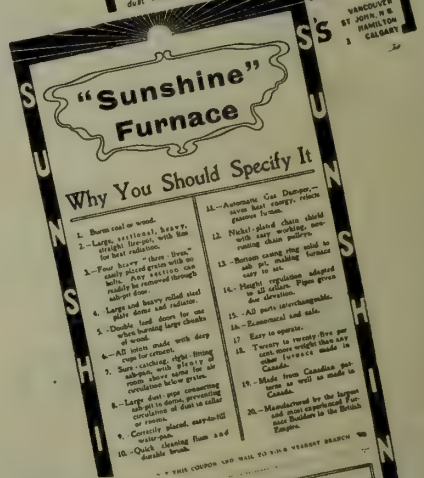
This creates demand and enquiries, resulting in easy sales.

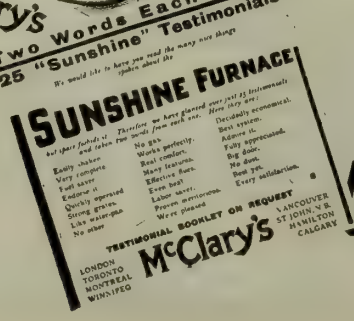
Are you an agent ?

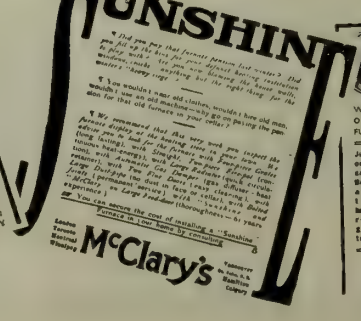
The McClary Mfg. Co.

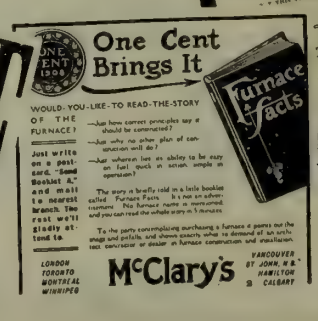
London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Calgary.











Curiosity Killed The Cat

We've a "Killing" and "Profitable" something to tell you about.

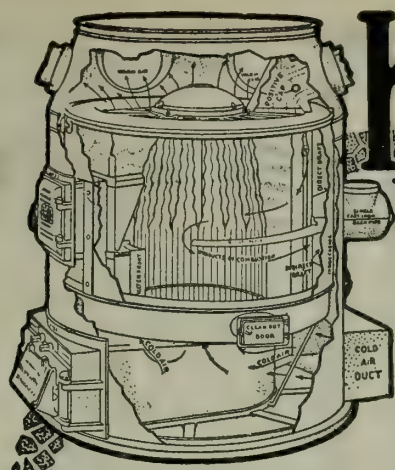
Are you curious ?

W. A. HEARD
1240 King St., London.

MANUFACTURERS ATTENTION

Canadian patent on the best portable hand metal punch on market. Highly recommended by users everywhere. Excellent profit.

FRANK VANDER BOGART, Rockford, Ill.



KELSEY HEATING

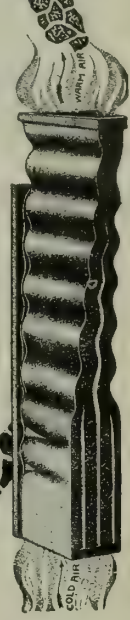
¶ The Kelsey system of Heating insures a constant circulation of fresh warm air and enough of it for heat and ventilation. The Kelsey Warm Air Generator warms fresh air to a natural and healthful temperature, and forces it into every room in equal proportions.

¶ The whole house is warm and comfortable even though a January blizzard may be howling outside. The Kelsey accomplishes these results, not only in small houses, but in the largest and finest city and country residences, and with the most economical use of fuel.

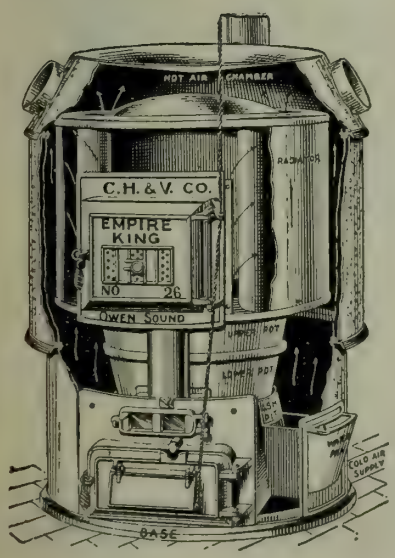
¶ That is why 30,000 home owners who have investigated carefully have bought the Kelsey.

¶ The **ZIG ZAG Heat Tubes** are responsible for the efficiency and economy, and we should like to explain all the other Kelsey Advantages to you.

The James Smart Mfg. Co.
LIMITED
BROCKVILLE, ONT.



A Profitable Furnace Business



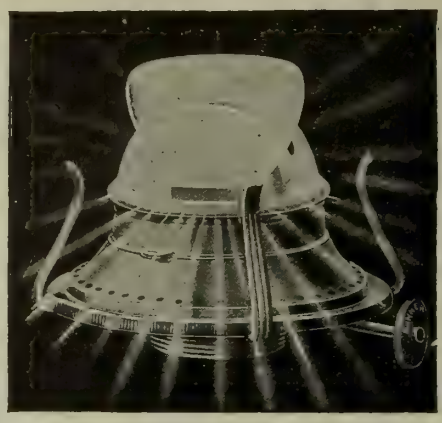
is only possible to the dealer who handles a furnace which is easy to set up and satisfactory when it is set up. Many dealers have proved that the

"Empire King" Furnace

comes under such a class. It is low built, avoiding joist cutting in low cellars. It is solid and simple in construction having few parts and few joints, thus being easy to set up right, and staying right when it is set up. Has all up-to-date improvements and will give equally good satisfaction in burning hard or soft coal, coke or wood.

Special grate for wood, fitted on top of coal grates, taking in 24 and 39 inch pieces.

Canadian Heating and Ventilating Co.
Owen Sound, Ontario Limited



Glass Cone Lamp Burners

BANNER TRADE MARK

Give 1/3 more light, and consume 1/3 less oil. Full benefit of flame down to the very wick top. Will last five times as long as a common burner.

Can be kept clean and as good as new always.

Can be used on any ordinary lamp. Write for catalogue No. 10, showing complete line of Lanterns and Burners.

Orders solicited through the wholesale trade.

ONTARIO LANTERN & LAMP CO., Limited,
HAMILTON - ONT.

GLASS CONE SAVES MONEY

IT PLEASES YOUR CUSTOMERS EVERY TIME

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

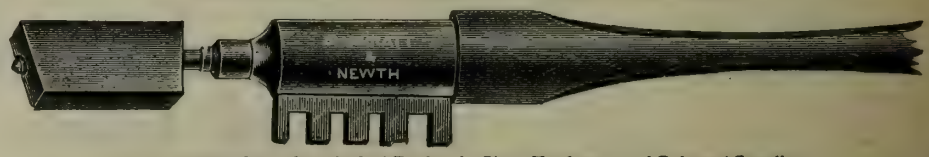
"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

—At—

The New Waverly Warehouses and Structural Shops of The Carnegie Steel Co., Newark, N. J.

CUT TO ANY LENGTH. —And— QUICK SHIPMENT A SPECIALTY.

The North Works of The Illinois Steel Co., Chicago, Ill.,

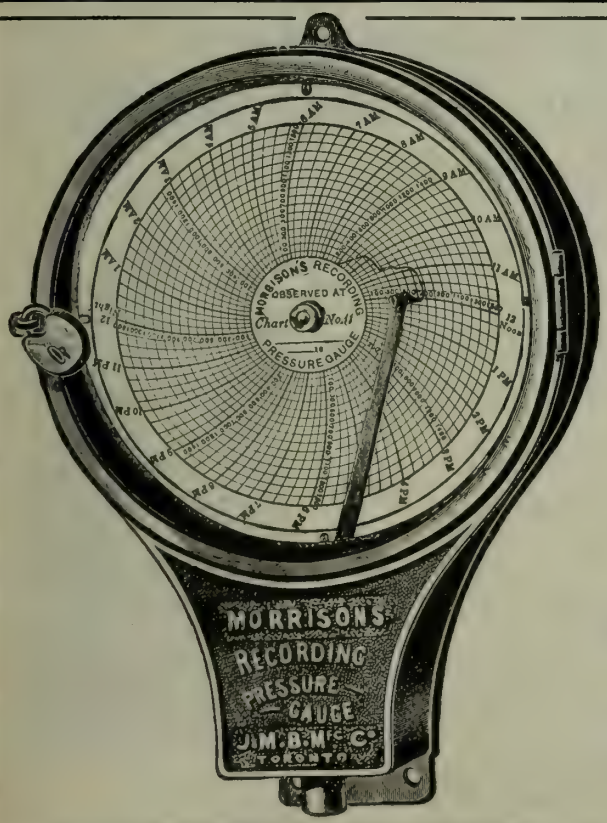
We carry in STOCK 100,000 Tons

BARS, PLATES, BEAMS, CHANNELS, ANGLES, RAILS

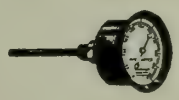
We also solicit inquiries For Prompt Shipment Direct from Mills, Pittsburg, Pa.

United States Steel Products Export Co., Montreal, Can.

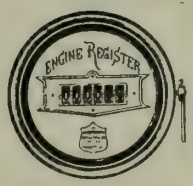
Distributors For Quebec, Eastern Ontario and Maritime Provinces.



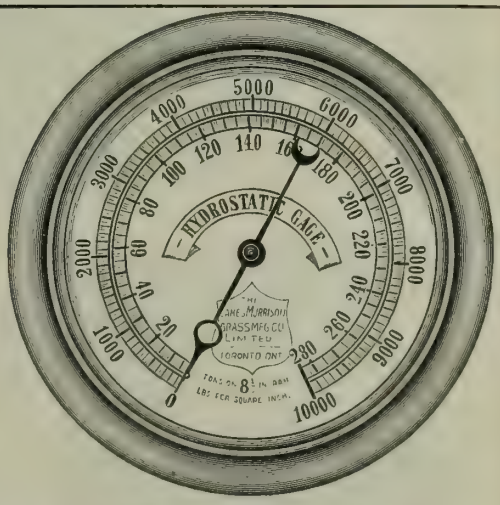
Recording Pressure Gauge, made for 8-inch and 12-inch Chart



Pyrometers for Bakers' Ovens.



Revolution Counter



We Make a Full Line of Gauges for all Uses

The Recording Pressure Gauge makes a continuous record day and night of Steam, Water, Gas, Oil or Air Pressure. A valuable accessory to the steam plant of Mills, Factories, Power Stations, etc. It makes a record on removable charts, which are filed daily and from which can be seen at a glance whether boiler has received that attention upon which depends SAFETY and ECONOMY in the operation of the plant.

Adapted to keep a record of Air Pressure in Mines.

PRESSURE and VACUUM GAUGES; Compound Gauges, Improved Standard Test Gauges, Hydraulic Gauges, Combination Water Works Gauges, Locomotive Gauges, Pyrometer Gauges, Ammonia Gauges, Altitude Gauges, Engineers' Clocks, Revolution Counters, The Improved Thompson Steam Engine Indicator.

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. West TORONTO.

Dealers are friendly to themselves when THEY PUSH

DOMINION AMMUNITION

They admit—all over Canada—they **admit** their friendliness to us, but it is simply a case of good business.

You find a steady and satisfied customer whenever you recommend DOMINION cartridges and shells.

The quality does this for you.
Quality builds factory additions for us.

We know how to make the best Ammunition, and we know how to back the dealer with good local advertising.

The Prices are Right for Profits.
The newspaper advertisements help you sell.

FOR ALL MAKES OF ARMS.

Dominion Cartridge Co., Ltd., Montreal

Kemp's Novelty Refrigerators and Water Coolers

Just the article needed for Summer Residences or Camps

Novelty Refrigerators

No.	2	3	4
Inches	19x13¼x13¼	23x17x16	27x19¼x19¼
Each	$8.00	$10.00	$12.50

Water Coolers

Gallons	2	3	4	6	10
Each	$3.40	$4.10	$4.50	$5.65	$8.10

Write for Discount.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

BEFORE RAILWAY COMMISSIONERS.

The cartage charges question, discussed so often at conventions of the Ontario Retail Hardware Association, is now before the Railway Commission, the matter having been placed in the hands of J. Walter Curry, K.C., to bring before that body at its meeting in Toronto this week. At the time of writing the matter has not been reached so the report of the board's discussions will necessarily have to be kept over till next week.

CO-OPERATIVE FALLACIES.

At the meeting of the Wholesale Grocers' Guild at Hamilton last week considerable attention was given to a discussion on the subject of the Co-operative Act to be dealt with by the Senate at Ottawa this week. E. M. Trowern, secretary of the Retail Merchants' Association, in an address, took strong ground in criticizing the Governor-General, Eary Grey, for his action in pressing before Parliament legislation in which he is indirectly, if not directly, interested. In this connection Mr. Trowern said:

"Chief among the methods the Co-operative Society promoters adopt in baiting their hook to catch the unsuspecting, is that of securing persons of high rank and social standing and associating their names on the directorate of these companies. As an example of that, we find that His Excellency the Governor-General of Canada, Lord Grey, is president of the International Co-operative Alliance, and not content with occupying this position in Europe and receiving the appointment of representative of His Majesty the King in his new land, we find that this worthy person has brought with him these old-land errors, and that he is endeavoring to prepare the soil and plant the seed for this dangerous weed in this our beloved land. Every true Canadian heart beats with pride when we know that we are part of the great British Empire. We fear God, we love our country and we honor our King, but we must frankly confess that we are not by any means pleased when our King's representative departs from the duty that has been assigned for him to do, and endeavors to promote a scheme in this country, that is eating into and destroying the very heart and marrow of that great army of shopkeepers of which England for centuries has been so proud, and if still further attempts are made to influence our legislators in the direction of securing special legislation to promote these societies here, I will feel it my duty to call public attention to this fact and to ask that he be recalled and returned to the land from whence he came."

Mr. Trowern also dealt with the methods used by the Co-operative Societies in gulling the workers who are induced to take shares and do their buying at co-operative stores. Dividends he contended, were paid out of money secured by over-charging customers and he gave the following figures indicating the prices of grocery articles in a co-operative and a regular dealers' store in Scotland:

	Co-operative Store Price.	Regular Dealer.
1 lb. of tea	1s.	1s
2 lbs. of sugar	4½d.	4d.
½ peck of flour	5½d.	5d.
½ peck of oatmeal	5½d.	5d.
1 lb. of pres. ginger	7d.	6d.
1 lb. pot of barley	2d.	1½d.
7 lbs. washing soda	4d.	3½d.
1 cake Pears soap	4d.	3½d.
1 doz. Rickets Blue	9d.	6½d.

Not alone are the co-operators satisfied with inducing the public to purchase at their stores, but they have a pretentious system also of inducing the public to invest their money in shares, which range all the way from one shilling upwards. In Toronto, for instance, has just been started one of these co-operative societies. The capital stock of the concern is placed at $40,000. In their prospectus they offer 9 875 shares of stock for sale at $2 per share to the public, which is equal to $19,750. Ten thousand shares, which is equal to $20,000, is given to the promoters for their services, and the directors have subscribed for the balance. Out of every $2 share subscribed and paid for by the poor working man, whose friend these concerns claim to be, 40 cents is given to the promoter, or 50 per cent. of the capital, which is the poor man's money, is given away to induce him to invest in a company in which they claim in their prospectus that tens of thousands of working men will derive the benefit of the profits which otherwise would go to swell the pockets of the few individual traders. They state that 50 per cent. of the profits will be divided as "bonus" among the members according and in proportion to the amount of their purchases. Twenty per cent. of the profit will be paid in dividend on the capital stock and the remaining 30 per cent. of the profit will be applied to create a fund to be used in the further extension of the business."

W. C. F. STEARMAN.

The new Vice-President of the British Columbia Hardware Dealers' Association, is a member of the firm of Hodgson & Stearman, Granville St., Vancouver. He gained his first knowledge of the business in the employ of Redfern & Lepan, Owen Sound, and moved west during the Klondike rush. He was manager of McLennan & McFeely's retail store at Vancouver for about five years, leaving their employ about five years ago to open up on Granville St., with Mr. Hodgson as his partner. Today the firm has one of the most thriving hardware businesses in the city.

PRICE CUTTING IN ENGLAND.

That price cutting is not a local evil is shown by the following resolutions recently adopted by the Northwest Devon Ironmongers Association:

"That in view of the fact that the trade in wire netting is cut to death and not worth doing, this association calls upon the manufacturers to assist the retail trade by adopting and enforcing price maintenance, and that copies of this resolution be sent to the principal wire netting manufacturers."

"That certain firms are retailing Pennsylvania lawn mowers at 15 per cent. off the list prices, instead of 10 per cent. arranged, resolved that a letter be sent to Lloyd, Lawrence & Co., calling their attention to this, and requesting them to take the necessary steps to enforce the price maintenance."

The price maintenance agreements which English merchants are allowed by law to arrange, undoubtedly help to make conditions better for the trade, but it will be seen that they do not bring the millenium.

Steam - Heating a City

The Central Heating System in O peration at Chatham, Ont., Described for This Paper by William E. Park.

"The first and only one of its kind in Canada"—such was the claim advanced by residents of the Maple City when the Chatham Steam Heating Company, Limited, inaugurated its central steam-heating system over two years ago. The claim, so far as can be learned, still holds good.

Steam heating on a small scale is probably familiar to all. Steam heating on a large scale—the heating of all the principal business places, public buildings, schools and churches of a city from one central plant—is still something of a novelty. Though it has been growing in favor on the other side during thirty years or more, the inauguration of the Chatham system in November, 1905, was in the nature of an experiment. There were plenty of people at the time who prophesied dire failure, declaring that it was impossible to transmit steam the required distance and still retain its heat. In the result, the prophets are silenced, and the system grows every day in favor.

Genesis of the Company.

The Chatham Steam Heating Company, Limited, is a twin sister of the Chatham, Wallaceburg & Lake Erie Electric Railway, which inaugurated its service two years ago between Chatham and Wallaceburg, and which was last fall continued through to the lake. When the company passed out of the promotion stage, among the men behind it were several American capitalists from Towanda, Pa. These men were interested in various American steam heating plants, particularly that in Lockport, N.Y., and they conceived the idea of utilizing the exhaust steam from the C. W. & L. E. power house for the heating of the city. Accordingly, a provincial charter was obtained, a separate company, capitalized at $100,000, was formed, and a 25-year non-exclusive franchise was, after some discussion, granted by the City of Chatham. The steam heating company's mains were laid at the same time that the electric railway tracks were put down, and the service was inaugurated almost simultaneously with that of the railway, in November, 1905. The equipment was supplied and the mains were laid by the American District Steam Co., of Lockport, N.Y.

Success of the System.

A two years' trial has stamped the system a success. Though at the outset there was some difficulty in inducing Chathamites to take it up, to-day the public avail themselves of the service wherever it can possibly be obtained. It is in use in a majority of the business houses on King Street, in a large number of offices, in the city market building, and the Central School, the largest public school in Ontario, in several of the largest hotels and in quite a few private residences. Any degree of heat can be secured.

Finally, having passed through the experimental and most expensive stage, that in which the system has to install its plant, to adapt itself to local conditions, to build up its clientele, and to put everything in smooth running order, the company has just paid a semi-annual dividend of 2½ per cent. on the par value of its capital stock. This may be taken as a conclusive evidence of success.

Costly to Install.

Though the city franchise is non-exclusive and anyone is free to enter the field and compete, there is little likelihood that any man or body of men will want to do so. The system is a very expensive one to install, and a large amount of initial capital is required before there are any financial returns. For instance, the laying of the mains involves an expenditure of $1.50 per foot, exclusive of digging and filling in.

Whence the Steam.

The leading idea behind the system is centralization of service. The other is utilization of waste. On the one hand, we have the supplying of steam from one central point, just as we supply water, gas and electric light. On the other we have the exhaust steam from the electric railway power house, which otherwise would be wasted, converted into a salable and valuable commodity. While above ground the cars transport us hither and thither, below ground the steam from the power house brings us heat of a most comforting kind.

But this exhaust steam does not furnish the sole supply. At some hours of the day the demand for heat is heavier than at others and accordingly a large amount of live steam has to be generated in order to keep the supply up to the requirements.

Contrary to most ideas the system is not a complicated one. It is essentially simple; there is little in it that is not an adaption of the ordinary steam heating plant in an individual building, with which everyone is familiar.

The exhaust steam passes first into a sort of chest or compressor, whence it is driven at heavy pressure into the mains. The 12-inch steam main leading from the station is of sufficient capacity to supply the entire district to be served. At the street crossings, branches are taken off to supply the various side streets. As the line extends, the size of the pipes is decreased according to the amount of steam they will be expected to conduct. Along these lines, service pipes are taken off to supply residences, stores, banks, churches, and all kinds of buildings requiring heat.

Preserving the Heat.

But how is the steam kept warm? No question was more frequently asked when the franchise was first talked of, and no question had a larger influence in filling the public mind with doubt.

The great essential feature in a profitable and successful heating business is the ability of the central plant to deliver to the customer, as nearly as possible, all the heat units contained in the steam as it enters the main at the station. Accordingly, it would be courting failure to bury the steam pipes underground without a protecting cover. The rapid condensation of the steam would defeat the object of the system; instead of supplying the patron with hot steam, the company would be furnishing him with cold water.

The insulation finally adopted, and the efficiency of which has been proven by actual service, is what is called a wood-log. It is a circular wooden casing having a shell four inches in thickness. This casing is lined with tin, and there is an air space between the casing and the asbestos-covered iron pipe (designed to convey the steam), which is placed inside. The casing is formed of white pine lumber, kiln dried, and staves being grooved and tongued the full length and bound together with heavy galvanized steel wire, wound spirally. The outer surface is finally covered with asphaltum and saw dust. With this elaborate covering, steam is carried long distances with very slight condensation. At Lockport, I think, the system carries the steam a distance of seventeen miles.

The lines of pipe are all laid to a careful grade to avoid any accumulation of condensation. They are all underdrained with tile, to carry away any seepage water which may at times exist in the soil.

Necessary Devices.

Unlike pipes for gas or water, steam pipes must be provided with expansion devices. Naturally, in the city streets these should be such as to require the least possible amount of packing and attention after they are installed. To meet the need for an expansion device, what is called a variator is used. The variator, in addition to taking care of expansion, also has a fixed position, from the stationary part of which services are taken off leading to the different buildings. All expansion and other devices are enclosed in brick boxes and made completely water tight.

Another necessary device, in order that the steam pressure may be kept up as long as possible, is the angle joint device, whereby angles in the line, whether vertical or horizontal, are overcome. Instead of a sharp corner, the steam at the angle of the pipe flows through a large spherical cavity.

Further than these devices there is little in the system that is different from a small steam heating system designed to warm an individual building. The steam, having been brought thus far by the devices mentioned, is simply connected with the house system and turned on. Where service is to be supplied to buildings already equipped with radiators, but a few minor changes are required.

Where hot water radiators are installed, the steam service can be supplied from the central station with a few slight changes in apparatus. If, on the contrary, the customer desires to continue heating by hot water, this may readily be done. The steam from the street mains is supplied to a special form of water heater. This steam heats the water, instead of fuel being burnt under a boiler for that purpose. It may be added, however, that a direct steam heating system is pretty generally preferred.

The condensation from the steam is conveyed to and through a cast iron economizing coil, or form of hot water radiator, in the basement. This coil is placed in a tin-lined inclosure, together with a steam trap. In the floor above the enclosure a register delivers the heat from this coil to the room above. From this coil, after all the available heat has been utilized, the water flows to the meter, which records the condensation in pounds. The customer pays the established price per thousand pounds of water for that which is condensed in his building. Where dry steam has been delivered in this way and condensed in the radiators, every pound of water registered by the meter shows that a given number of heat units has been delivered. The meter system is universally used.

Is the system cheaper than others? From a money point of view, the answer is, No! It has never been claimed that a specified amount spent in steam heat will do more than the same amount spent in coal.

But there is another point of view which will appeal to business men particularly, whose time is worth money and whose health, and the health of whose employes, is of more value than mere dollars. The central steam heating system involves benefits which no individual system can pretend to offer. The supply of heat is steady, and available at all hours. Steam is turned into the mains as soon as there are indications of cold weather, and the supply is constant, day and night, throughout the heating season. Ladies and even children can readily control the heating apparatus at all times. The heat can be turned on in an instant, and turned off just as quickly.

There is no boiler to be installed. There are no fires to build. There are no ashes to remove, nor is there dust. Nine-tenths of the risk from fire is obviated. An increased amount of space is available for other purposes, thanks to the absence of boilers, coal bins, ash piles, and the many things necessary to an individual heating system. There is a more even distribution of heat throughout the building than where furnaces or stoves are used, and there is an immense saving in time and labor. Instead of spending half an hour lighting the fires or feeding the furnace, all the patron has to do is to turn open a valve, and the warmth comes rushing into the place in a moment.

These are the advantages of the system, and it is to these things, rather than to any reduction in the apparent cost, that the popularity of the central heating system here is largely due.

WATCH THE CHIMNEY.

When in order to meet owners' ideas as to cost of a home it is necessary to modify a set of plans, don't economize on chimney.

More disappointment, dissatisfaction and inconvenience can be caused by an improperly designed flue than by any other mistake in a building.

We often hear of a furnace, range or water boiler having a good draft. This is wrong—the chimney has the draft—and upon this depends in a very large measure the efficiency of your heating plant and consequently the comfort of the occupants of the building.

Terra cotta flue lining is often cut out of specifications. This is a mistake and saves practically nothing, as with lining four-inch walls are proper, and without lining eight-inch walls are necessary; also close supervision to see that joints are cut neat and smooth. In some localities it is the custom to plaster inside of flue. This is not good practice as a smooth job is very hard to get and the plaster is always falling off. A clean out door, 8 inches by 10 inches, with frame made of cast iron set in bottom of each chimney, is worth many times its cost.

Frequently the flue of an open fireplace is carried into the main flue. This is a serious mistake. The flue should be straight; have no openings of any kind, except to furnace. Use entirely separate flue for fireplace or ventilation. The best flue is an oval or round one, but owing to excessive cost is seldom used. The general shape is square or rectangular. Of these the square is the best, as it affords less friction; but for an ordinary dwelling an 8-inch by 12-inch flue should be the smallest used, and no recess panels or ornamented cap that reduces the opening in any way should be permitted, as the chimney is no larger than the diameter at its smallest part. It should be built higher than the higher point of roof in order to prevent down drafts.

To illustrate the importance of a chimney a correspondent tells of a builder who had racked a chimney between cellar and first floor about twelve inches, and in laying the brick the diameter of flue was reduced. This was overlooked, and after the heating plant was installed, the flue was tried by lighting newspaper, which apparently proved draft to be good. When winter set in the heating plant wouldn't heat the house. The chimney was raised, boiler and pipes covered with asbestos, and still did not produce results. The heating contractor was put to great expense, the owner dissatisfied, and had it not been this house was part of a building operation, and exactly the same plant was working all right in a duplicate house, a new heating plant would have been demanded.

Eventually the trouble was discovered and remedied by rebuilding the bottom of the flue. This small error caused such a great deal of trouble that we urge you to watch the chimney.

Five hundred orphan children were entertained last December by a San Francisco merchant. The children were brought on special cars from five different orphanages and were marched to the toy department which had been decorated for the occasion. There was a musical programme and Santa Claus was on hand to shake hands with each little one. Every child was presented with a book.

Hardware Business Management

BOOK-KEEPING SUGGESTIONS.

Not enough retail merchants pay sufficient attention to the location and the arrangement of the office, says an exchange. Very much of the lack of system in account keeping may be traced to the dark, cramped and ill-chosen space given to the office.

Our large institutions are now paying particular attention to the accounting department, and every branch has its proper place. The credit man and his assistants are allowed so much space. The purchasing agent occupies separate quarters ; and the salesmen have a room set apart for their use. While this is necessary in a large wholesale or manufacturing business, it would be unnecessary for the small retailer. But a space, we will say ten feet square, should be set apart and properly fitted up for the office. In this space the merchant may have his roll top desk, a cabinet for filing all correspondence and receipts of every nature, the safe and a work desk for the bookkeeper. This should be located in a part of the store, which is well lighted, and easily reached by the clerks and customers.

If much night work is necessary, the very best lighting appliances should be secured, in order that no strain be placed on the eyes—for bookkeeping is "confining" even under the best of conditions. The merchant or business man, who will provide a clean, light, roomy office, fitted with modern appliances, will find himself taking a greater interest in his business and its conduct. No wonder that some retailers complain of the burdens caused by keeping their accounts—when they fail to provide the necessary conveniences. That "system" is a fake which presumes to enable a dealer to keep his "hand on the throttle" without any labor. Systematic effort, intelligently and continuously applied, will work wonders for the retailer. Schemes are constantly being gotten up to cater to the "lazy man," but, as in every walk of life, the system that wins is accompanied by effort ; and the man who succeeds owes it largely to his willingness to work.

The general appearance of an office will go a long way toward creating a favorable impression on outsiders, and especially the creditors of a business. In the same way a merchant's personal appearance and habits are apt to produce results either for or against his success. Good stationery, letter heads, bill heads and envelopes, indicate the taste of a man ; and where one evidence of progress is found, others are apt to be nearby.

Many merchants make the mistake of employing incompetent help to look after their business affairs. Some think the bookkeeper an expensive luxury ; others, that they can do the clerical work themselves just as satisfactorily and save the expense. But a good young man or woman of average intelligence, and some experience in bookkeeping, will earn their wages in any store that does a profitable business. There are so many things to be done at different times, all taking time, and requiring the attention of the dealer. Making out bills. Sending monthly statements. Filing invoices copies of orders, and correspondence. Posting charge sales. Figuring profits on sales, Making summaries of purchases, sales, cash receipts, and cash disbursements. All these, and numerous other duties, may fall to the clerk who is properly trained and directed. Possibly the bookkeeper also understands stenography, and can get out all your correspondence, in which case the condition is still further improved.

The merchant who has time to think and plan improvements in his business is much better off than the one who is weighed down with petty cares that properly should be attended to by someone else.

CHEQUE STUB—BANK COLUMN.

Very few up-to-date concerns to-day are using the cheque stub as a means of recording the cheques issued, and also the balance on hand at the bank. At first thought it may seem a dangerous practice to write a cheque without writing the stub to correspond, but with the use of a voucher number this may safely be eliminated. Almost every concern doing business with banking institutions uses a bank column in the cash book from which postings are made to the ledger. Of course, if a business is too small to warrant this, the bank balance may be carried along in the old way from stub to stub and postings made from the stub.

The accompanying form serves to illustrate the bank column and voucher number. It should be understood, of course, that any number of additional columns may be used for the distribution of expenses, etc.

When a cheque is issued, before being signed, the voucher number, which run consecutively in the cash book, is inserted on the cheque and the entry is made in the cash book to be posted later to the proper account.

SOME USEFUL HINTS.

Keep complete stock records.

Don't make an arbitrary claim and threaten to "stop buying" if it is not allowed.

Select a source of supply where you can secure accuracy, completeness and just treatment.

Make quality the prime consideration, and do not compare prices without comparing quality.

Order in ample time to avoid running out of goods should there be a slight delay in transit.

File all price lists, catalogues and quotation sheets where they can be quickly referred to.

Cash Book – Bank Column.

Date	No.	Cash		Bank		Date	No.	Cash		Bank	
No. 8	–	50	00								
"	Dep.			50	00	No. 9	Dep.	50	00		
" 11	Cash	200	00			" 10	15			47	50
" 11	Dep.			200	00	" 12	16			43	60
						" 11	Dep.	200	00		

Bank Column and Voucher Number in Cash Book.

Maintaining Trade Prices

With the cheapening of the cost of production, and the rapid growth of competition, it becomes increasingly evident that the problem of maintaining prices is one that must be seriously grappled with by the hardware trade. Retail merchants who can look back over many years of trading almost shudder over the slaughtering in prices that has taken place since they first started in their store. Staple articles which once bore good profit have been cut down almost to the border line of cost, some even below, and yet against this there has to be faced the increased cost of living, higher wage lists, more rent, and greater competition. The struggle for existence gets severer every day, and if a fair living profit is to be maintained, then a determined attempt must be made, competition or no competition, to keep up the standard of profit in the hardware trade.

In this direction the manufacturer has it in his power to strike a great blow at price slaughtering by regulating the selling price, from the jobber to the retailer; and from the retailer to the consumer, of any special line which he may be producing. There are to-day several notable instances of this power being wielded to the great good of the hardware industry generally. But they are unhappily few and far between. The number of articles sold in Canada at a stipulated price below which jobber and dealer cannot go without penalty, are but an insignificant portion of the stock that is carried. They can practically be counted upon the fingers of the hands, and yet they are sufficient to make apparent the great benefit that would be gained from a more general application of the principle.

The advantages are not confined to one section of the trade alone. The manufacturer who is bold and shrewd enough to put a price clause on his article, provides against that article being cut to pieces on the market, while at the same time gives an incentive to the dealer to push the line. Secure in a standard price all through, backed up by the knowledge that his product will always be in good repute, for a cut article suffers in reputation in the user's eyes, the manufacturer can afford to put his best work and material into the article. Thus he can hold the position he has gained, probably by the expenditure of many thousands of dollars in popularizing his special brand, and be in better trim to launch out into other products equally profitable. The jobber in his turn is saved the cutting of a rival house. In placing his order he knows exactly what his turnover will be, and is spared the worry and financial loss at any time of making his quotations conform with a cut in market prices. To a dealer the special brand, with its price condition, is a great boon. The mail order house holds no advantage over him in this case, in fact, he has the better end of the stick, as he can show the goods to a purchaser, and the catalogue house cannot. Like the jobber, he is freed from the necessity of having to watch the prices of his rival in the same district, and in estimating his profits he knows precisely where he stands.

The hardwareman of to-day has a hard road to travel. He finds it increasingly difficult to set his prices so that he can meet competition, and yet make a living profit, and when the task is lightened in any way he is exceedingly thankful. There cannot be too many of these special brands with their price conditions, for they are one of the best factors in price firming that the hardwareman can possess.

There is no doubt that the average retail merchant is inclined to base his profit at too low a figure. He allows his fear of the mail order house, and of his competitor round the corner, to influence him to too great an extent. It is hard for many a dealer to recognize that it is better to refuse orders than to take them at unprofitable prices. There is one salient point to remember, and that is that volume of trade is useless unless it carries a profit. A small turn over on a profitable basis is infinitely better than big returns on an unprofitable one. It is a mistake to ignore the general percentage of expense for fear of being outside the market. Base profits rather upon the investment in the business than upon the volume of sales, and if an article is worth a dollar, and at the price carries a right percentage of profit, mark it at that figure and refuse to let it go under. A merchant can afford to lose a sale occasionally if he can maintain his price. If he cuts he must make every sale. It is argued that making a regular percentage of profit right through stock on every article is not wise policy, as some things will stand a good profit while others will not. In this respect the question of leaders and the cutting of certain goods to draw people into the store is cited. It is a disputed point whether the leader theory is a sound one. Its practice certainly has had much to do with the fall in the level of prices. If leaders are extensively used, then other branches of the business must be made to bear the burden of the cutting. But is it fair to make other lines carry these leaders? Why not let each article bear its proportionate part of the profit? In the averaging up, where leaders are extensively used, there is the danger that the customers will soon find out that they are paying more for certain goods than they should be doing. A new specialty, or any line that will apparently best carry an inflated price, will sell under these conditions only so long as customers are in ignorance that they are being overcharged. When the fact becomes known, a customer is lost to the store.

Leaving the debated question of leaders aside there is complete unanimity of opinion as to the increasing necessity of maintaining prices. Each merchant will have to do his utmost to stop the slaughtering of prices going on in the trade. There is enough business in the country for all without each man cutting his competitor's throat and his own at the same time by lowering the basis of profit or trying to do without profit at all. Trust to business enterprise, intelligent buying and selling, good advertising, and attractive window displays, rather than to leaders and to cut prices; and the merchant will find that if his turnover is smaller his profits are larger, and he has helped at the same time to strengthen the backbone and well-being of the hardware industry.

QUEER ADVERTISEMENTS.

Here are a few specimens of queer advertisements collected from different papers:

"Bulldog for sale, will eat anything; very fond of children."

* * *

"Wanted—A boy to be partly outside and partly behind the counter."

* * *

"Widow in comfortable circumstances wishes to marry two sons."

* * *

"Annual sale now on; don't go elsewhere to be cheated; come in here."

* * *

"Lost—Near Highgate archway, an umbrella belonging to a gentleman with a bent rib and bone handle."

* * *

"Mr. Brown, Furrier, begs to announce that he will make up gowns, capes, etc., for ladies out of their own skin."

Many a man who "knows he is worth more" and is grouched about that raise never stops to think that every salesman's salary is based on the results he produces. The man who hustles to bring new customers into the store, who makes new friends and pulls business is the fellow the "old man" is going to raise. If you know you are worth more turn on a little more power for a few weeks and show you are worth it.

The Manufacture of Grinding Wheels

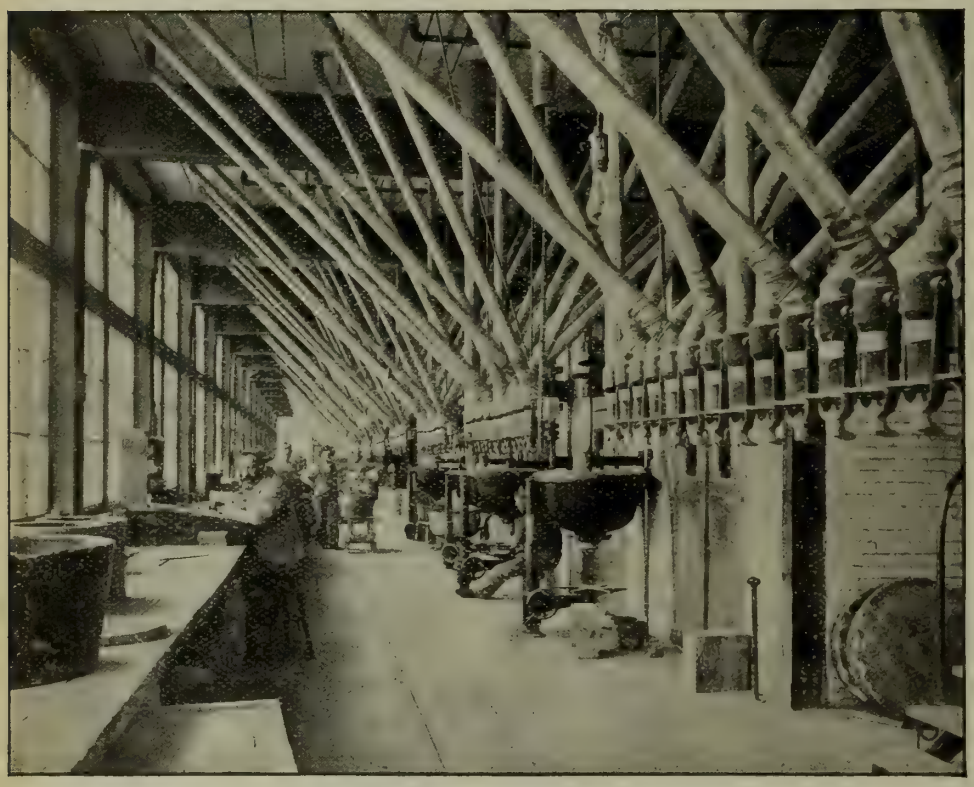
How Grinding Wheels Are Made in Ele ctric Furnaces at Niagara Falls.

Before the invention of the electric furnace, artificial abrasives suitable for grinding-wheels were unknown. Wheel manufactures necessarily depended upon natural products—chiefly corundum and emery. As emery occurs in considerable quantities in various parts of the world it came to be recognized and used as the chief raw material for grinding-wheels and other products employed in grinding metals. On this account the modern grinding-wheel made of any abrasive is popularly known as the "emery wheel."

The Norton Company, in the constant aim to develop more efficient grinding-wheels and materials, has during the past few years been operating an electric furnace plant at Niagara Falls, in which has been developed and brought out an abrasive known as alundum, the introduction of which in the field of grinding has been remarkably successful and rapid. The requisites sought for and attained in this abrasive are extreme hardness and sharpness, combined with uniformity and proper temper. These qualities in alundum have had much to do with its successful development.

The process of making alundum consists in taking the purest amorphous oxide of aluminum found in nature, and known as the mineral beauxite purifying and melting it in immense electric furnaces. Upon cooling this molten mass solidifies in solid ingots of alundum. Beautiful crystals are found in the centre of these masses, showing nearly all the variety of colors found in the ruby and sapphire, of which alundum is one variety. The rarer colors of light pink, blue, and purple found in Oriental gems are sometimes noticed in small crystals.

Beauxite, the raw material from which alundum is made, is the purest naturally-occurring amorphous oxide of aluminum known. This mineral was originally found at Baux, France, from which it derives its name, but purer forms are now obtainable on this continent. The best quality only is used in the manufacture of alundum, and in its preparation practically all impurities are removed. The high grades of beauxite used are of rare occurrence. The Norton Co. however, owns its own mines, from which the purest grade is obtained. The beauxite is heated in calciners to drive off the combined water, and is then melted directly in electric furnaces of special design. It was not practical to fuse beauxite commercially until the invention of this process. The temperature in these furnaces probably ranges from 5,000 degrees to 6,000 degrees Fahrenheit.



Interior View of the Plant in Which Alundum is Made.

The operation of these furnaces and the composition of the molten bath is under the control of the furnace operative. Exact quality and uniformity, which is so important in steel manufacture, is fully as important in the manufacture of alundum. The highest grades of steel are now being made in electric furnaces because impurities can be removed at the high temperatures obtained by the electric arc, and the quality of the molten bath uniformly maintained. In the alundum furnace both the purity and uniformity of the alundum is assured. Each step in the process is under the close supervision of expert chemists, who are constantly directing and following the work by careful analyses in the company's chemical laboratory.

After the ingots of alundum have cooled they are broken up and the pieces are then reduced to smaller pieces by means of powerful crushers. After this reduction, the material is still further reduced by being passed through smaller crushers and several sets of grains which are required in the manufacture of grinding-wheels. After passing through rolls, it is subjected to the usual washing and drying processes to prepare it for manufacture into grinding wheels, rubbing and sharpening stones and other articles.

The solid massive alundum, while resembling the purest natural corundum in chemical composition, has the remarkable quality of being considerably harder than the natural product. This is due to the perfectly fluid condition in which the mass is brought, the control of its composition, the rate and method of its cooling and solidifying by which it receives its temper, the absence of water of combination (which almost invariably exists in natural corundum).

In order to insure rapid and continued cutting so far as sharpness is concerned, a peculiar quality is necessary. There must be a fracture which will give a number of sharp-cutting points. This is obtained in alundum to splendid advantage.

In the matter of hardness the recognized standard is the diamond, which is the No. 10 in the scale of hardness; nothing that man has yet discovered or made equals the diamond in hardness. The term "hardness" is, therefore, a comparative term, the hardness of a mineral being ascertained by its ability to scratch another mineral of a known degree of hardness, or to be scratched by such a mineral The best sapphire or ruby, has always been the standard for No. 9 in the scale of hardness. This is readily scratched by alundum; in fact, alundum powder is used for cutting and drilling rubies and sapphires for watch jewels, etc.

By "temper" is meant its strength of grain and the character of its fracture under grinding pressure. An alundum grain is remarkably tough and will stand enormous crushing pressure and when it does break it is with a sharp crisp fracture, giving a fresh, keen-cutting edge. This is most important quality in an abrasive.

Purity, besides resulting in greater hardness and better temper, is necessary in the bonding of the grain into wheels in order to secure accurate and uniform results. Uniformity is necessary to secure constant efficiency of grade and temper in a wheel, so that wheels can be accurately duplicated at any time and maintain their standard of work.

Uniformity is one of the most important requisites in an abrasive. The ability to duplicate grinding-wheels is essential to obtain the best results. In grinding wheels the abrasive grain of a given size is bonded together to produce a certain grade or temper for a certain kind of work. The term grade, as applied to wheels to designate the degree of hardness, is the resistance of the particles to the pres-

sure employed in the act of grinding. A wheel from which the particles are easily broken is called soft, while one which retains its particles longer is called hard. Wheels are graded from soft to hard depending upon the class of work on which they are used. Different grades of wheels are obtained, according to the amount of bond employed, the wheel becoming harder as the amount of bond used increases. Different grades are required for different materials to be ground; cast iron, steel, brass, glass, bone, leather, wood and other substances demand wheels of special grade which must be duplicated to make the grinding operation continuously efficient. It is for this most important reason that great stress is placed on evenness in quality of the abrasive itself. Grades cannot be duplicates accurately without having a known and dependable factor in the uniformity of the material composing the wheel; and this requisite is to the highest degree found in alundum.

The last step in the process of manufacturing the Norton wheel is testing for safety. Then a record of each wheel is entered on a prepared form with description on wheel, number of revolutions, order number, and for whom the wheel is intended. This record is signed and sworn to by the tester of the wheels each day before a justice of the peace, and carefully filed by the Norton Co. A record is preserved of each order so that it can be duplicated exactly as to composition, cutting quality, shape and size.

Very few people realize the many uses for which grinding wheels are employed. They are used in the machine shop for sharpening all kinds of tools, cutters, reamers, taps, dies, etc. In the foundry for grinding castings. The sawyer gums and files his saws with an alundum wheel with no danger from drawing the temper of the tool. The leather manufacturer finishes the leather for Suede gloves on a grinding wheel. The manufacturing optician grinds the edges of lenses for eye glasses. In the great glass works beading, fluting, edge grinding of tumblers, checkering fine stars, and fine work of all character calls for grinding wheels and abrasive stones.

The Canadian Fairbanks Company, Ltd., are the selling agents for Norton grinding wheels and stones, and carry large stocks in their several warehouses at Montreal, Toronto, St. John, Winnipeg, Calgary, Vancouver. Catalogues and booklets describing the manufacturing of alundum into grinding wheels will be mailed to any address on application.

HARDWARE TRADE GOSSIP.

Ontario.

Fred Smith, master plumber, Guelph, left on Thursday on a holiday trip to England.

H. J. Hamilton, Toronto manager of Drummond, McCall & Co., spent the past week in Montreal.

An effort will be made to reorganize the Canadian Brass Mfg. Co., Galt, which assigned a week ago.

Cyrus A. Birge, president of the Canada Screw Co., Hamilton, visited the Toronto warehouse on May 14.

J. T. McCall, of Drummond, McCall & Co., Montreal, was a visitor at the Toronto branch of his company during the week.

The hardware stores of St. Catharines will close every Wednesday afternoon during June, July and August.

Stearns, Haney & Pringle, tinware, stoves, etc., Dunnville, Ont., are succeeded in business by Haney & Pringle.

J. M. H. Robertson, president of the James Robertson Manufacturing Company, Montreal, spent a day in Toronto last week.

The Burks Falls Hardware Company, Burks Falls, has bought the hardware and furniture businesses of Jos. Hilliar and C. W. Clarke.

H. Morgan, of the Peterboro Hardware Company, and D. M. Best, of the Best Stove Company, Peterboro, were visitors in Toronto last Friday.

Harry Mahoney, Guelph, and Wm. Mansell, Toronto, master plumbers, left on Thursday on a trout fishing trip at Sparrow Lake, near Gravenhurst.

Stewart & McTaggart gave established a business as engineers and contractors at Hamilton, their specialty being construction of manufacturing plants, structural steel and reinforced concrete construction.

W. S. Fisher, of Emerson & Fisher, St. John, N.B., and past president of the Maritime Boards of Trade, was a caller at the Toronto office of Hardware and Metal on Thursday, he being in Toronto in connection with the Board of Trade and Manufacturers' Association agitation for the adoption of a new bill of lading more favorable to fitters.

Mr. R. C. Fisher, manager of Rice Lewis & Son, Toronto, leaves next week on a short vacation trip and Mr. W. J. (Tony) Lawson, of the wholesale department, will assume the active management of both wholesale and retail businesses for the present. Mr. Fisher will, of course, continue his active connection with the business on his return.

The Rice Lewis ball team defeated the Aikenhead nine last Saturday, in the opening game of the Toronto Hardware Baseball League. The Brooks-Sanford Co. has entered a team and the league now consists of clubs representing the following houses: H. S. Howland, Sons & Co., Rice Lewis & Son, Aikenhead Hardware Co., and Brooks-Sanford, Ltd.

Mr. H. T. Bush, president of the Standard Ideal Manufacturing Co., of Port Hope, and W. J. Linton, traveling representative of that firm, this week entertained Geo. Clapperton, of Bennett & Wright, H. Howgarth, of Fiddes & Howgarth, and Walter Benson, three Toronto master plumbers, on a trout fishing trip to one of the lakes north of Port Hope.

Quebec.

The assets of D. C. Michon, hardware, Montreal, are to be sold.

Riendeau & Soly, tinsmiths, etc., Montreal, have been registered.

P. O. Tremblay, Montreal, is offering his hardware business for sale.

A curator has been appointed for Desire Michon, hardware, Montreal.

J. Wright, of Sorel, Que., has been visiting Montreal hardware circles.

The Dufresne Hardware and Furniture Co., Montreal, has been registered.

J. A. Paquin, St. Eustache, Que., has been on a business visit to Montreal.

J. R. Baxter, St. Antoine Street, Montreal, has been appointed agent for the National Twist Drill Company, Detroit.

W. J. Banks, Quebec, Que., late of the Mechanics' Supply Co., has opened a commission house, dealing in railway supplies and contractors' machinery.

E. Cooper, of the Auto-Strop Safety Razor has left Montreal for London, England, where he will represent his firm at the Franco-British exhibition.

H. Hemming, head of the Hemming Manufacturing Co., Montreal, who also controls the Auto-Strop Safety Razor, is in New York this week on business.

M. D. Tillman, representing the Honeywell Heating Specialty Co., Wabash, Ind., is located in Montreal, where his company are establishing a Canadian factory.

F. Reddaway & Co., Montreal, manufacturers of the Camel Brand belting, have removed from Recollet Street to more convenient offices in St. Francois Xavier Street, Montreal.

G. Dufresne, of the sales department of Lewis Bros., Montreal, has been representing the firm below Quebec in the place of J. A. Demers, who has been ill Mr. Demers is now convalescent.

Ralph Shainwald, president of the Standard Paint Co., New York, has been visiting the Montreal office of the Standard Paint Co., Canada, previous to an extensive tour in Europe, embracing the many foreign branches of the Standard Paint Co.

J. Sophus, of Montreal, who formerly represented Schuchardt & Schutte, has set up for himself as a commission agent in electrical and mechanical work, machinery, hardware, and mill supplies. He also represents Reddaway's Camel Brand belting, leather belting, and fire hose.

John Shaw & Sons, Wolverhampton, England, through their Canadian representative, J. H. Roper, Montreal, have issued a strong circular to the trade, stating that they have installed machinery in their own works for manufacturing chain which will enable them to offer it at a considerable reduction on former prices.

Western Canada.

C. H. Prest, Virden, Man., is removing to Kellaher, Man., to open a hardware business.

Scott Bros., Ltd., hardware and lumber, Lloydminster, Sask, have sold their lumber business to the Burchard Lumber Co.

The O. C. King Lumber Co., lumber hardware and implements, Quill Lake, Sask., has sold its lumber business to the Dutton Wall Lumber Co.

Peart Bros., Regina, intend placing travelers on the road throughout Saskatchewan and Alberta with a full line of blacksmiths', wood-workers' and carriage builders' supplies.

Haines & Wylie, hardware merchants, Oxbow, Sask., have taken Chas. Megill, Aurora, Ont., into partnership. The firm will be known as the Oxbow Hardware and Furniture Co., furniture having lately been added to their stock.

Henry & Sons have the contract for the $20,000 addition to the Toronto post office.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address:

Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

MONTREAL - - - - - 232 McGill Street Telephone Main 7324
TORONTO - - - - - - 10 Front Street East Telephone Main 2701
WINNIPEG - - - - - 511 Union Bank Building Telephone 3726
LONDON, ENG. - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg
NEW YORK - - R. B. Huestis, 544 West 145th St. Telephone 2430 Audubon
VANCOUVER, B.C. - - - - - R. B. Bennett
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

REPORT SHORTAGES PROMPTLY.

A thorough inspection of goods at the moment of their delivery by the transportation authorities cannot be too strongly urged upon the retail merchant. The great, and in many cases, the only disturber of those harmonious relations which exist generally between the jobber and the dealer, is the annoying claim for shortage which is occasionally made upon the consignor by the consignee. The latter will be the first to admit that nothing could be more irritating to a firm than to be informed, some time after the receipt of the goods has been acknowledged, and the whole transacted relegated to the accountancy department, that such and such an order had been sent out incomplete. The enormous amount of time and labor wasted in looking into the matter, the extent of the correspondence involved, can be understood only by those who have an inside knowledge of the clerical work of a big wholesale house. Many transactions have, in all probability, passed through the books between the dispatching of the particular order in dispute and the notification of the shortage; the whole consignment has been forgotten by the busy packing department, and a satisfactory tracing of the matter is thus impossible.

In this question of claiming for shortage we do not hold a brief for the jobber by any means. If there is a just claim against the latter, the retailer would be utterly unbusinesslike not to make it. But the great point is that that claim should be made immediately upon the arrival of the goods, and not at such an interval afterwards that the consignor is placed at a disadvantage in investigating the fairness of the claim, and in apportioning blame, if blame is to be apportioned, to those responsible. The reasonableness of this contention cannot be denied, especially in view of the railroad pilfering that apparently goes on more or less successfully throughout Canada, and of which, in many cases, the wholesale house has to stand the brunt. We are informed that there has been quite an epidemic of this species of thieving lately, and especially in regard to goods consigned west. Pilfering, of course has to be made good by the proper authorities if the merchant refuses to accept delivery. But, as an informant writes us, merchants often carelessly sign a clean receipt without giving that inspection to the consignment which would make clear at once that the cases had been tampered with. The result is that later on the jobber is requested to make good when he is in no wise responsible.

REPORTS OF BRITISH CONSULS.

The Department of Trade and Commerce announces a further strengthening of that department. In future it will publish in the weekly report from time to time, such extracts from the reports of all British Consular Officers in various parts of the world, as may be deemed of interest in Canada.

Our department should now go a step further and deal with the reports of the British Consuls in United States and Germany in the same way.

PRETTY GOOD EVIDENCE.

The fact that the business men in the west are exhibiting a confide ce in the future is shown by the interest they are taking in general trade matters. Last week a representative of the MacLean Company working in Southern Manitoba sent in 79 new subscriptions for the various trade papers published by the company, a pretty good evidence of how matters are moving in that district. Ontario, too, is not greatly behind along this line as may be realized, when another representative working the central part of the province sent in 23 new subscriptions last week.

While the chief object of the trade papers is to supply news, considerable attention and space have been given in later years by the MacLean papers to educational matter, showing how success has been reached in various businesses and with a view to raising the standard of trade. This campaign is having its results in all branches of business and will benefit Canadian business generally.

CAN INDUSTRY MERGER.

With the absorption of the Acme Can Company's plant at Montreal by the American Can Company, of New York, the can-making industry in Eastern Canada comes under one control, the Norton Company's plant at Hamilton, having been working in harmony with the big American concern for some time.

Paint manufacturers are chiefly interested in this change in which a hardware manufacturing industry (making goods chiefly for the grocery trade) becomes a merger with the market under one control.

CONDUCT SPECIAL SALES YOURSELF.

Occasionally communications reach this office from merchants asking whether or not we would advise the employment of sales agents for the reduction of their stock. In all cases we strongly advise against this course, and for very good reasons. The minute a merchant employs outsiders to do his business that minute he weakens the confidence of his constituency. These agents work on a commission basis and their object is to dispose of as much merchandise as possible, and, naturally, they will clean out the most saleable stock leaving behind the unsaleable goods the merchant wishes to dispose of. The methods, too, employed by these agents are likely to reduce the merchant's reputation for steady reliability, and this reputation is not built up in a day.

If conditions warrant a special sale, let the merchant conduct it himself, and not take into his confidence a man who is looking not so much after the interests of the merchant as after the commission that will accrue to him from the sales he has made. Experience is a wise teacher, and others who have had experience in this line would not employ agents again. If you know of such a one, ask him and see for yourself.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Another week of the most glorious growing weather has been added to the history of the West. There was 24 hours of gently light rain all over the country but the balance of the week has been fine and warm and the oats and barley are nearing completion in the matter of seeding in the more southern sections. Every fresh report coming in from the country is encouraging, so far as crop conditions are concerned. There is a section covering part of Southern Saskatchewan and Southern Alberta that needs more rain, but they got a little last Thursday enough to keep them going for the present and almost every other section reports sufficient moisture in the soil to carry the crop until June.

* * *

The wheat market has been an erratic one but the general opinion is that all the Winnipeg shorts were squeezed out on the last sharp advance when something like 250,000 to 300,000 bushels of wheat were bought in at prices ranging from $1.17 to $1.18. Since that time July has experienced a serious drop, selling on May 16th, at $1.13½. The highest point made by July was $1.19⅛.

The shipments out from Fort William have been very large and stocks in terminals are now very much below those of last year at the same period while inspections for the week have been of the most limited character. Grain dealers are anticipating the quietest June for the past five years, and already brokers are leaving on long vacations. From the standpoint of the big grain dealers the crop of 1907 is practically marketed, the remainder to come forward being too small to make any material difference in the world conditions.

There is a general complaint on the part of interior millers that business is bad and that a number of them must close for want of trade or rather that wheat prices are so high that flour cannot be sold on the present prices for that article at a profit. The big mills on the other hand claim an improving western demand and that trade in the east is very fair.

* * *

The West's second big industry—the cattle—has been extremely active for the week. Receipts for the week ending May 9th were more than four times those of the corresponding week of last year, and the stock offered, taken as a whole, was decidedly better. This week the receipts have been large and there have been several bunches of exceptionally well finished steers. A noticeable proof of what has been said in these columns from time to time on the value of winter feeding in the open, was exemplified this week when Donaldson, of Brandon, one of the best known feeders of the West and winner of the $200 prize for the best fed beef steer at the Winter Fat Stock Show, shipped in four cars of steers fed in the open on oat straw, a little meal and plenty of water and salt and received 5½ cents per pound, freight assumed by the purchaser. The steers averaged 1,350 pounds on the scales and were one of the thriftiest and smoothest bunches ever offered in the Winnipeg yards. The Nelson-Morris Packing Company shipped another long train of cattle through for Boston en route to Britain and there is a decided movement on the part of American buyers to purchase Canadian Western cattle. There have been eastern buyers on the market every day for the past three weeks and they are having a tight time of it holding their own against the resourceful western men who know every cattle man from Dan to Gath and think nothing of getting on the yards and buying by electric light, if a good-looking train comes in between two and three in the morning. Their presence, however, has given a very healthy and valuable stimulus to prices. The need of union stock yards and a regularly constituted market becomes more and more apparent every day, but certainly the man who still clings to the idea that there is a beef combine would have his belief rudely shaken if he struck the Winnipeg yards about a quarter to half-past five and found the various dealers trying to get in ahead of each other on the purchase of a choice bunch of steers. The market of this spring has proved what should have needed no proof, and that is, that well-finished cattle will have plenty of buyers and bring a good price, but scrubs are never wanted.

Sheep are among the most profitable of the lines of stock offering this season. Wool, of course, is very low, owing to the closing of many of the Eastern woollen mills but mutton is more than making up for it. Grant, of Moose Jaw, one of the first men to see the profit in feeding sheep on screenings, has sold 1,000 head to Gordon, Ironside & Fares at 7 cents a pound, Winnipeg. These sheep are being delivered in bunches of 200 to 300. A bunch of 300 the past week averaged 127 pounds off cars, Winnipeg. It is calculated that at the extreme outside these sheep did not cost Mr. Grant more than $5.50 to put on the market and as they averaged 127 pounds he had a clear profit of something over $3 per head. Not a bad turnover for the period it takes to raise a 2-year old sheep.

Figures like these should put it so strongly to farmers that it will soon be unnecessary to bring our mutton from Prince Edward Island as we have been doing in the past.

* * *

A matter of great importance to business men in small towns is the new "C" tariff of the Board of Fire Underwriters on which they have been working for months and which was announced during the past week, though as a matter of fact, it really came into force on May 1, for tariffs issued by the Fire Underwriters really govern to a great extent those of other companies. There is always a feeling on the part of the assured that rates are too high and there is equally a tendency on the part of companies to increase rates in small towns because of inadequate fire protection.

The tariff of minimum fire insurance rates for risks in class "C" applies t towns and villages in all three western provinces not specially rated by the Board. It was revised first in October of 1904 and again in March of the present year and the new "C" tariff now presented is supposed to be up-to-date in every particular. Its general trend is rather to lower than increase rates. Dwellings are unchanged. It is in the matter of "exposures" that the Board have seen fit to reduce the charges a little and though the decrease is small it will, nevertheless, be welcome.

* * *

People continue to talk hard times and tight money in Winnipeg but as a matter of fact people have bought as many automobiles this year as they did last and have paid more cash for them and autos hardly come under the head of necessities.

There are some lines in which collections are better than others. For example, wholesale grocers find it much easier to get in their accounts than do lumber merchants, just why, it is a little difficult to explain. One thing is sure, that from the districts of Saskatchewan, where crops were supposed to be almost a total failure last year, it is simply surprising how well money is coming in. Dry goods houses report the same good conditions as the grocers.

Everything considered, the outlook in the West is most encouraging and the splendid start the crop has received will put it in such strong and healthy condition that it will be in a position to withstand minor ills later in the season

H.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Tin—Stronger again.
Copper—Maintains firmness.
Lead—Unchanged.
Spelter—Better demand.
Ground White Lead—Cut of 10c.
Wringers—

Toronto.

Pig Iron—Unchanged.
Tin—Firmer.
Copper—More activity.
Old Materials—Declined.
Wringers—Advance of $2.
Turpentine—Steadier.
Linseed Oil—Unchanged.
White Lead—Unsettled.

MONTREAL HARDWARE MARKETS.

Montreal, May 22.—Trade is still going ahead with an encouraging swing. Good sorting orders have been received during the week, and the bulk moving is much heavier. Dealers continue to report a decided turn in the consumptive tendency of the community, especially in the country districts where crop conditions are so satisfactory. Farmers are getting about in a much more contented frame of mind. They see in their mind's eye their barns full of yellow grain, and the wants of the household, of the fences and of farm tools themselves, stand a better chance of being attended to in consequence.

Travelers report that money is circulating more freely in all classes of business, and that there is a stronger feeling of confidence as to the trend of trade. Future delivery orders are behindhand compared with former years, but as manufacturers and jobbers are in a position to ship promptly this may not act against the dealer later on when he wants his goods promptly. Prices generally are unchanged, with the exception of Royal Canadian wringers, which have advanced $2 per dozen.

Spring Goods—The various lines are moving well, and good sorting orders have been received for lawn and garden tools, screen doors, green wire cloth, washing machines, wringers and carpet sweepers. The appearance of the warm weather has caused a run on ice utensils, and refrigerators, ice tongs, and ice cream freezers are moving in good number.

Sporting Goods—Standard lines are moving well. The growth of the athletic tendency of the country can be seen in the increasing attention which dealers pay to this branch of their business. Good lines of sporting goods can be made most profitable. Baseball and lacrosse outfits are in best demand, although football requisites make a good second. Automobile supplies are also well to the fore. Prices generally are unchanged.

Builders' Hardware—With an encouragement of the building operations, and indications of a more than average season for contractors, builders' hardware orders are improving in number, as well as bulk. Good looking lock sets are in especially strong demand, and a fine market has sprung up for these lines. Bolts, butts, and push plates continue prominent. Prices are practically unchanged.

Carpenters' Tools—Good business is doing with promising inquiries. The bad condition of many fences and outbuildings in the country districts, has created a strong call, while the heavier demand for carpenters from the builders has helped trade considerably. Orders, owing to light stocks, are becoming much heavier in bulk. Planes, hammers and saws are still in most prominent demand, but other lines are well up.

Nails—Nails are moving in better quantity at the unchanged price of $2.-30. Dealers' stocks are reported to be feeling the demand, and larger booking is expected shortly. Bolts and nuts are more prominent with the extensive construction work going on.

Railroad Supplies—A decided impetus has been given to picks, hammers, track spikes, wheelbarrows, and blasting powder. Construction work is going steadily ahead in many districts, while other camps are rapidly assembling their men. Prompt shipment is generally desired, and this is what the jobbers are in a position to guarantee at present.

Screws—Fair orders have gone out this week, and bookings show better strength. Stocks are now well assorted. We continue to quote discounts at 85 and 10 off for flat head, bright; 80 and 10 for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head brass.

Harvest Tools—Forks, scythes and rakes are in better demand, but this department so far as future delivery orders are concerned is somewhat behindhand. The favorable crop prospects will make these lines move strongly later on.

Enamelware—A better call has set in for enamelware, and some good bookings have gone through this week. With stocks on the light side sorting orders will be coming in strongly. Prices are unchanged.

Cutlery and Plated Ware—Carvers and other case goods are in fine demand. Sorting orders for various lines show that dealers are having a good call. Plated ware and cut glass are also showing good improvement.

TORONTO HARDWARE MARKETS.

Toronto, May 22.—A steady improvement in trade is reported, the change being gradual, but none the less sure. Building is picking up, railroad construction work is more active, and both farmers and townspeople are buying spring and summer goods more freely. Retailers' stocks, too, are not in a position to stand a run of customers, light buying for several months having left them depleted. Consequently sorting orders are being generally placed and though the volume of business is by no means as great on account of the smallness of the orders, shipping staffs are practically as busy as a year ago.

Booking orders for fall goods are being received by jobbers in fair numbers, the orders being guaranteed, of course, against any decline. Otherwise, there would be little incentive for dealers to book, as it is generally felt that there will be no trouble in securing goods when wanted. There is danger in taking this view, however, as if dealers stop buying manufacturers are likely to reduce production to a point where a rush of business would clean stocks out. The dealer who carefully books his business well ahead, is therefore, working along the safest lines.

Many have been looking for a decline in tools and hardware the component parts of which are copper or iron, owing to the decline in these metals. It is true that some brass and iron lines have been reduced during the past six months but prices are not nearly so low as when these metals were last quoted at present figures. Jobbers have naturally been looking for manufacturers to offer concessions to encourage buying, but there seems to be little inclination on the part of manufacturers to try to get business by shading prices. They seem, rather, to take the position that as the smaller the volume of production the greater the proportionate cost of manufacturers' prices should be maintained, or even advanced, instead of being cut. Be that as it may, there does not seem to be any present indication of manufacturers reducing their prices.

During the week the only change reported is that of wringers. A few weeks ago the prices of Royal Canadian, Royal American, Royal Dominion and Colonial were dropped $2. The price has now gone back to the old figures of $35 for the first three and $40 per dozen for the last named.

Summer Goods—While the rainy weather has curtailed sales of some lines, such as hammocks, garden tools, lawn mowers, hose, etc., have been having an exceptionally large sale. Hammocks and hammock chains are by no means slow. They are selling in large quantities, along with refrigerators, freezers, etc., while household lines such as carpet sweepers, enamelware and kitchen sundries, are also moving briskly. Washing machines and wringers are also having a steady sale.

Builders' Hardware—An improvement is noted in building and trade is much better. As dealers' stocks are light shipments are being made in fair quantity.

Mechanics' Tools—Freer buying is reported by both retailers and jobbers. While the number of mechanics at work is less than a year ago, the resumption of building has created a good demand for tools.

Heavy Goods—Nails are selling well at unchanged prices. Screws are in fair demand, with stocks fairly complete, while bolts and nuts are keeping up well.

Horseshoes and nails are normal for this season.

Railway and Mining Supplies—Construction work on railways is more active and shovels, picks, powder and similar goods are in more active demand. The outfitting of both survey and prospecting parties is also creating a fair amount of business in some quarters.

Sporting Goods—Fishing tackle is the big seller just now, trout fishing outfits being decidedly active. Canoes are also in demand, one house having had to reorder this week. Lacrosse, baseball, cricket, bowling and tennis goods are selling well to clubs, with an increasing demand from individual customers.

Cutlery and Silverware—Retailers generally are getting stocks in hand for the usual June wedding trade. Much buying has already been done and a lot of sorting trade received by jobbers. Razors are also selling well, many retailers taking up good quality brushes, soap, strops, etc., to head off the movement of cutlery in drug stores.

MONTREAL METAL MARKETS.

Montreal, May 22.—The metal situation is stronger this week under increased buying in the primary markets. Tin, which has been heavily hammered by the bears in London, has recovered somewhat, owing to a natural reaction, helped by larger purchasing in New York. A decline of about £11 in less than a fortnight shows how completely the bulling interests, who have held the market so long, lost control. Indications now point to further bull squeezing, although control, once being lost, is not easily regained firmly. All the other metals are stronger than they were. Copper has been fluctuating in the English market, but on the whole prices have an upward tendency.

In looking at the situation generally, and taking a cursory review of the markets since the opening of the year, it is impossible not to be struck with the firmness that metals have shown, despite the dull conditions obtaining. Speculative interests have shaken the markets, spot scarcities have boosted prices, but despite this, the average price all through has been steadily uniform. It is evident therefore that not only has buying been more steady, and in better aggregate bulk than was believed, but that values have been adequately adjusted to conditions. Looking at things in this light, the situation does not seem to be so unstaple after all.

Locally conditions are brighter. Fair orders are moving, and inquiries seem to show that large business will be done when users feel assured that the opportune time for purchasing has arrived. Prices are unchanged, although with the strengthening of the primary markets in tin, the local market is firmer again.

Pig Iron—The United States markets are still uncertain. Several large producers have recently broken away from the understanding for the maintenance of prices, and are accepting orders at cut figures. Finished lines are in fair demand, but prices are weakening in sympathy with pig iron. It is reported that steel billets are now being sold at $24 per gross ton ex-mill as against $27 or $28 a couple of weeks ago. Other lines have been reduced in about equal proportion. The English markets are showing the result of the shipbuilding lockout by a general weakening. Cleveland warrants, which rose to 56 shillings, due to speculative interests, are now at 50 shillings, which is close to the old level again. Good Scottish brands are being well asked for at prices which are firm. Locally business is showing some improvement, with fair orders for prompt shipment. An indication of stronger confidence in the future is shown in the fact that producers are not anxious to book a long time ahead at present prices. Middlesboro, No. 3, $18; Summerlee, No. 2, $20.

Tin—Tin is regaining strength in the primary markets, after a heavy fall. The low price of £123 10s was reached, but since that figure the market has regained strength, and the metal is now quoted at £136 10s. At the reduced price heavy buying occurred in New York, and this, combined with a natural rebound, has helped quotations to rise. Whether the late bulling interests will regain control of the market remains to be seen. Probably the purchasing interests in New York are satisfied for a time, and with the English demand still dull conditions therefore are not favorable for a renewal of the bulling movement. Locally fair business is reported. The market is stronger in conjunction with the primary markets, but quotations remain unchanged.

Copper — Copper keeps wonderfully steady in New York, despite fluctuations in the English market. Foreign consumers are not buying in anything like the quantity they did and the fact that the New York price remains so steady seems to indicate stronger buying in the home market. Additional copper from the reopened Butte mines will begin to make its appearance in the market in the latter part of June. The Canadian output is likewise going ahead. Granby has produced up to now 401,954 tons for the year, and with an output last week of 24,309 tons very nearly made a new record. It is now about time the demand commenced to show what it can do. Locally the market is firm at 14c.

Lead—Lead maintains its regained strength, and is now quoted at £13 3s 9d, a slight advance over last week. Buying is better and for the time being the higher price does not seem to have produced any reaction. Locally we make no change from $3.80 for imported pig.

Spelter—Spelter is stronger again at £20 5s, while East St. Louis the price keeps steady at $4.50. The demand is fair, and the galvanized iron trade is improving. Local quotations are unchanged, although the market is stronger.

Old Metals—There is no change in conditions. The market is dull with figures unaltered: Heavy copper and wire, 10½ cents; light copper, 10c; heavy red brass 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $13; No. 2 cast, $10.

TORONTO METAL MARKETS.

Toronto, May 22.—A quiet market at unchanged prices, but with a bright prospect appears to cover the situation prevailing during the week. Some sales of pig iron at less than quoted figures are said to have been made and these have caused easier prices in the scrap market. The American pig iron markets have developed in interest owing to the numerous inquiries, but many buyers still believe it unsafe to take hold at the prices asked. Consequently the orders are small and for immediate requirements Chicago smelters have been buying in the South, and a demand exists in the Central West for basic pig from the Pittsburg district. Along the Atlantic Coast some business has been done, and many inquiries have been received. This has led furnace men to believe the turn in the market has come. At any rate there is encouragement and brightening of spirits among the pig iron makers. This feeling is also reflected on the Canadian market.

American copper has advanced, following the London market in this regard, but the price is not expected to remain at the present quotation, although some orders have been made at current figures for deliveries as late as August. The local market reports active business and increasing trade with prices firm.

Speaking generally, there has been a decided improvement during the past two weeks in the feeling in the trade, and this has shown itself in the attitude of the dealers and some of the large consumers as reflected in their purchases. It is difficult as yet to find any real improvement in actual consumption, but we must wait a while until things round to a little more.

The local tin market is irregular but advanced prices prevail in England and the United States. Lead is the best seller among the metals and a slight increase is reported from London. A recent scheme to corner the spelter market revealed the fact that American smelters have large stocks on hand.

Pig Iron—Inquiries for larger tonnage in all American distributive markets is reviving interest somewhat in pig iron, but the orders received are relatively small compared with these inquiries, and are for immediate consumption. The prospects, however, are bright in the New York market and with the low stocks stored in England better prices are expected, both there and throughout the United States. This optimistic feeling is reflected on the Canadian markets, though the quietness of the past few wesks still prevails here. Prices remain the same as last week—No. 2 Canadian foundry, $18.75; Middlesboro and Summerlee, No. 3, and Cleveland No. 1, $20.25. There is a rumor that shading on these prices has been done, and some of the larger houses are said to have passed up orders because they would not meet a lower price.

Tin—Considerable business has been and is being done locally, but the prices are very irregular. The local quotations this week range all the way from $32 to $33. Both in England and the United States there have been slight advances, the latter market out of sympathy with the former. The Straits, however, are not following the advance.

Plates and Sheets—No price changes have taken place in galvanized sheets, tin plates or black sheets, and the de-

mand at present is rather quiet. Later on it is expected to change, and before another month the climb upward in volume of business will have begun.

Copper—Active business and increasing trade are noted this week with prices unchanged and firm. The rumors of possible declines have not materialized, nor have the promised advances yet been made. The local market for casting ingots remains at 13½ cents. Copper has increased in price both in the London and New York markets and some American buyers have placed orders for June, July and August deliveries.

Lead—The American market has been without feature this week, but a fair amount of business has gone through for prompt and early deliveries. The consuming demand is pretty satisfactory and seems to bear out the statement that lead is proportionately better than any other metal. A slight increase is reported in the London market, but the local price remains at $3.80 per 100 pounds for foreign pig.

Spelter—The local price remains at $5 for foreign. The scheme of an American syndicate to export a quantity to sell at a loss in England and thus "relieve the market," has failed, chiefly because the remainder was to be sold in the States at a high figure, which was found out before the deal went through. One fact has come out and that is, that American smelters are carrying large stocks, estimated at 35,000 tons.

Old Materials—A little more activity prevails than was reported a week ago and prices in the old iron lines are somewhat easier, owing to reputed sales of pig iron at less than market quotations. Stocks are fairly heavy though larger ones could easily be taken care of. Still the prospect is bright. Heavy copper and wire 11c; light copper 9¾c; heavy red brass, 9¾c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 3c; zinc, 3c; No. 1 wrought iron, $9; stove iron, $11; machinery cast iron, $14; rubber, 6c.

U.S. METAL MARKETS.

New York, May 21.—The Iron Age says: "A good deal of interest has developed in the pig iron markets. The inquiries have been numerous in all markets, but many of the buyers seem still imbued with the idea that it is not safe to take hold at over $10 to $10.50 for No. 2 foundry at Birmingham. It is a fact, however, that the Sloss-Sheffield Company now the largest maker of merchant iron in the South, has placed a good deal of foundry iron, estimated as high as 50,000 to 60,000 tons, on the basis of $10.75 for No. 2, at Birmingham. Of this over 20,000 tons has been traced to various melters in the Chicago District alone, the sales including two blocks of 6,000 tons each and one of 4,000 tons. The company now appears to have withdrawn from the market.

There has been an active demand in the Central West for basic pig and from 20,000 to 25,000 tons have been placed in the Pittsburg District. There are further inquiries, one of them being for 5,000 tons per month for a year.

Along the Atlantic Coast interest has broadened and some business has been done at further concessions in prices on foundry irons.

There is not much evidence that the melt of foundry iron has materially increased, but the founders are getting low, and the long decline makes at least partial covering fairly attractive at the prices named by makers.

The steel trade shows very little change. After puzzling for a long time over the persistent advance of the steel securities in the face of a very serious situation in the industry, the steel trade is beginning to accept the advance in the stock market as a mysterious though welcome indication of coming improvement.

The meeting of the representatives of the steel companies Thursday is looked forward to with some interest. The feeling is growing that prices of finished iron and steel are out of line with intermediate products and that more business is being withheld, awaiting a readjustment of prices, than is generally assumed.

Chicago reports quite a number of contracts for structural material, including 3,200 tons fo the Anaconda smelter, 1,400 tons for the Duluth Court House, 1,500 tons for Birmingham and 1,000 tons for Kansas City.

The advance in copper is not taken very seriously here. It is attributed to a speculative movement in London.

U.S. IRON TRADE.

Cleveland, O., May 21.—The Iron Trade Review says:

Buyers appear to be approaching a conviction that present prices are close to the bottom, and that their best interests demand their taking advantage of existing conditions. A week or more will be required to determine the degree of genuineness of the present inquiries. Then it may be more accurately gauged whether the rejuvenated market is a mere flurry or a permanent reality. It is not generally thought that business conditions among foundries and iron and steel mills have improved to such an extent as to wholly justify in themselves a general buying movement of large proportions at this time. The belief is held, however, that many companies which have been buying their pig iron almost from week to week, in accordance with their actual needs, have reached the conclusion that they must act now to gain the advantage of the prevailing quotations for their future operations. In accord with this view, some companies in favorable financial positions are buying not only pig iron but old material, with the intention of piling it in their yards to await future consumption when normal business conditions shall have been re-established.

Whatever may be the basis upon which the quickened demand is placed, there is much encouragement to be found in the development and there has been a perceptible brightening of spirits among pig iron makers. With pig iron in a more stable position, dependent lines, notably the casting industry, are expected to improve, and the influence to work toward better conditions generally in iron and steel.

CANOES AND CAMP SUPPLIES.

A line of canoes, points out the Sporting Goods Dealer, fits in with a general stock of sporting goods, and the marginal profit on them is good. At the same time the retailer who sits right down and figures out that he is content with selling a man a canoe and getting his profit on it is not making the proper use of his opportunities.

With the exception of a few locations in which, by reason of the peculiar nature of the water on which the canoes may be used, and the impossibility of securing camping privileges along their shores, the average canoeist of to-day is a camper, and spends his Saturdays, Sundays, holidays and vacations cruising and camping.

The retailer should take account of this, and figure on the fact that when a man has purchased a canoe from him, the sale of sporting goods to that man has just commenced.

In other words, every retailer who expects to sell more than five canoes during a season will find it to his advantage to arrange to handle camp outfits, such as tents, sets of camp cooking utensils, cots, blankets, lanterns, waterproof match boxes, camp axes, paddles and seats, and the profits from the outfit which the canoeist subsequently finds he needs will be even greater than on the purchase of his craft.

Sell him his canoe and then see that you don't lose your hold on him for anything else he wants in the line of sporting goods, and remember that the cruising canoeist of to-day is one of the best customers for all sorts of sporting goods.

He may not be a rifleman or a pistol shooter, or an amateur photographer; he may not even be a fisherman up to the time he has purchased his canoe. But after he has owned the canoe for a short time he wakes up to the facilities which the craft gives him for enjoying outdoor sports, and it is not long before he has added two or three outdoor hobbies to his list of pleasures, and it is distinctly to the retailer's advantage to be in a position to supply him with the goods for which the canoe has opened a way.

Blight & Fielder, London, Ont., have the contract for the Hamilton Road sewer at London.

Frazer & Clemens, New Hamburg, Ont., have a $70,000 contract for concrete culverts, abutments and arch bridges on the T. and N.O. Railway.

J. G. Harp, St. Thomas, Ont., has the contract for erecting the new Brewery bridge at that place. His tender amounted to $8,825.

A fire damaged the Lake Superior's power plant, the paper mill department and the Sault Ste. Marie Pulp and Paper Co.'s storeroom to the extent of $350,000 on May 20.

Quebec and Maritime Provinces

Attractive Window Displays at Montreal —Building Work at St. John—Travelers in Quebec Work Under Difficulties— Mining in Nova Scotia.

HALIFAX.

May 18.—Business conditions throughout the province are in a very satisfactory condition. Jobbers report general trade good in all seasonable lines, and in some instances it is really better than anticipated earlier in the season. The travelers on the road are sending in good orders, and there is quite a demand for builders' supplies. Prices are pretty steady and collections are about an average. Building operations in Halifax are considerably hampered by the strike of the bricklayers and the masons. Both sides are standing very firm and there is no immediate prospect of a settlement. In the meantime work has been completely suspended on several large contracts.

* * *

Bowring Brothers, of St. John's, Newfoundland, have lately had installed in the Water Street premises a new complete heating plant of the most improved kind. The plant has been extended to the office, dry goods, grocery and hardware departments. The boiler was manufactured by Richardson & Boynton Co., of New York. The plant includes the ordinary radiator used in the installation of modern steam heating. The heating of each flat or department is self-controlled, while the whole system is controlled from the boiler-room in the basement. The piping is so arranged that the building is heated from the vapor in the boiler, and is so adjusted that the radiator that is farthest away, (in this instance 160 feet) is the same temperature at any time as the one nearest the boiler. It has been the custom to have work of this kind planned outside of St. John's, but in the present instance the whole of the laying out and the installation has been done by the firm of Moore & Co. The plant is giving the utmost satisfaction.

* * *

T. J. Drummond, of Montreal. president of the Torbrook Iron Mines ; Edward McDougall, of Montreal, vice-president ; John Drummond, of Londonderry, N.S., managing director, and W. F. Parsons, engineer of the Londonderry Iron Mining Co., visited the mines at Torbrook. The president expressed himself as being well pleased with the quantity and quality of the ore taken from the mines. The party also inspected the various shipping points in Annapolis, and an effort will be made to improve the facilities so that shipments of iron ore can be made abroad.

* * *

The Davison Lumber Company, of Bridgewater, N.S., are again putting on a large force of men in their camps and on railway construction, having about five miles of road to build this year. Although the company has a large number of men at work, they are still in need of more, giving steady employment to all.

* * *

George J. Ross, C. E., has resigned his position with the Acadian Coal Co., Stellarton, N.S., to take the management of the Lake Copper Co., at Copper Lake, Antigonish. This is a large copper property which was opened up some years ago, and promises well. The shaft is 120 feet deep, with about 500 feet of underground work. The vein is from 5 to 11 feet and runs three per cent. of copper.

ST. JOHN, N.B.

May 19.—Business in both wholesale and retail circles has been fairly brisk lately. Paints, oils, builders' hardware, etc., have been moving lively. With the arrival of warmer weather refrigerators, ice cream freezers, and screen doors, etc., have been given a prominent place in the windows and stores.

* * *

In addition to the new buildings, referred to recently, that will be erected during the summer, the School Board is having plans prepared for a six-room annex to the Winter Street school. Tenders are being asked for the construction of the new building for the Seaman's Institute.

* * *

It is expected that the new Y.M.C.A. building will be completed and handed over to the association by the contractor about August 1.

* * *

The contracts for the erection of the new building for the west end branch of the Bank of New Brunswick have been awarded as follows : Painting and glazing, Geo. R. Craigie ; heating and plumbing, G. & E. Blake ; galvanized iron work, J. E. Wilson ; electric lighting, F. E. Jones. Work will be commenced at once. The building is to be of one-storey, stone front and sides, with handsome interior. It is expected to have it finished by the first of the year.

SHERBROOKE QUE.

May 18.—The order for 3,000 barrels ce ent to be used on the new power dam about to be started some two miles up the Magog river has been given to J. S. Mitchell & Co., of this city.

* * *

Travelers in the Beauce district had rather an exciting trip last week. The water, being exceedingly high in that part of the country, had overflowed onto the tracks of the Q. C. R. branch line from Beauceville to St. George, making it absolutely impossible for any trains to run. Several travelers walked the entire distance on foot, except for an occasional lift by a handcar, in water averaging 2 to 4 inches in depth.

* * *

The Sunday Observance Law is being strictly enforced here now. Three store keepers were fined $5 and costs each this week for keeping open last Sunday after being warned several times not to do so. The men in question all kept small candy stores in the French section of the city.

* * *

A. Joncas has completed his new lumber mill on the outskirts of the city. The mill is thoroughly up-to-date in every respect, and derives its power from electric motors placed in different parts of the building.

MONTREAL.

May 20.—There must be very few retail merchants who do not realize the advantages of good window displays. The old-time idea that all that was necessary, so far as the outside appearance of a store was concerned, was to hang up a sign with "hardware" painted upon it, either above or below the window and throw some kitchen ware or tools in beautiful confusion behind the glass where they were allowed to remain until wanted for sale, has long been dispelled. It survived so long as the dealer was able to stand in his own store, and watch his trade come in to him. Any form of advertising was immaterial while he held a monopoly of the field.

But when competition came along, when rivals set up in the same district when the mail order house commenced to circularize his customers, then the old order had to be changed giving place to new. Conditions became reversed. The merchant was, perforce, compelled to leave his store, and, figuratively speaking, go out into the street after his customers. He had to seek his trade, instead of his trade seeking him. He could no longer afford to allow his wares to lie hidden behind a dust begrimed window, and let his painted sign sell them for him. He had to bear comparison with the artistic catalogue of the mail order house, and although comparisons may be odious, they often convey a very sharp lesson. The dealer saw that he must not only advertise, but must give his wares the best selling chance at his disposal. He must frame them in a setting that would enhance their qualities, and at the same time help in his general scheme of advertising.

Thus we have the development of the window display, the growth of those artistic designs which changes the hardware window into camping out scenes hunting incidents, harvesting or mining operations, in fact, a hundred and one different tableaux, that attract the attention of the passerby, and quickens his purchasing desire. As the dry goods stores have progressed along the lines of artistic displays, so have the hardware merchants, although, perhaps, not in such a relatively fast degree. Still the latter have found out, and are finding out every day, that their goods lend themselves in a surprising way to artistic effect, and that even the simplest article with the aid of a little ingenuity can blend with many an effective design, while with the utilization of sim-

ple mechanical appliances and the great adjunct of decorative skill—electric light—the hardware man can produce most striking effects.

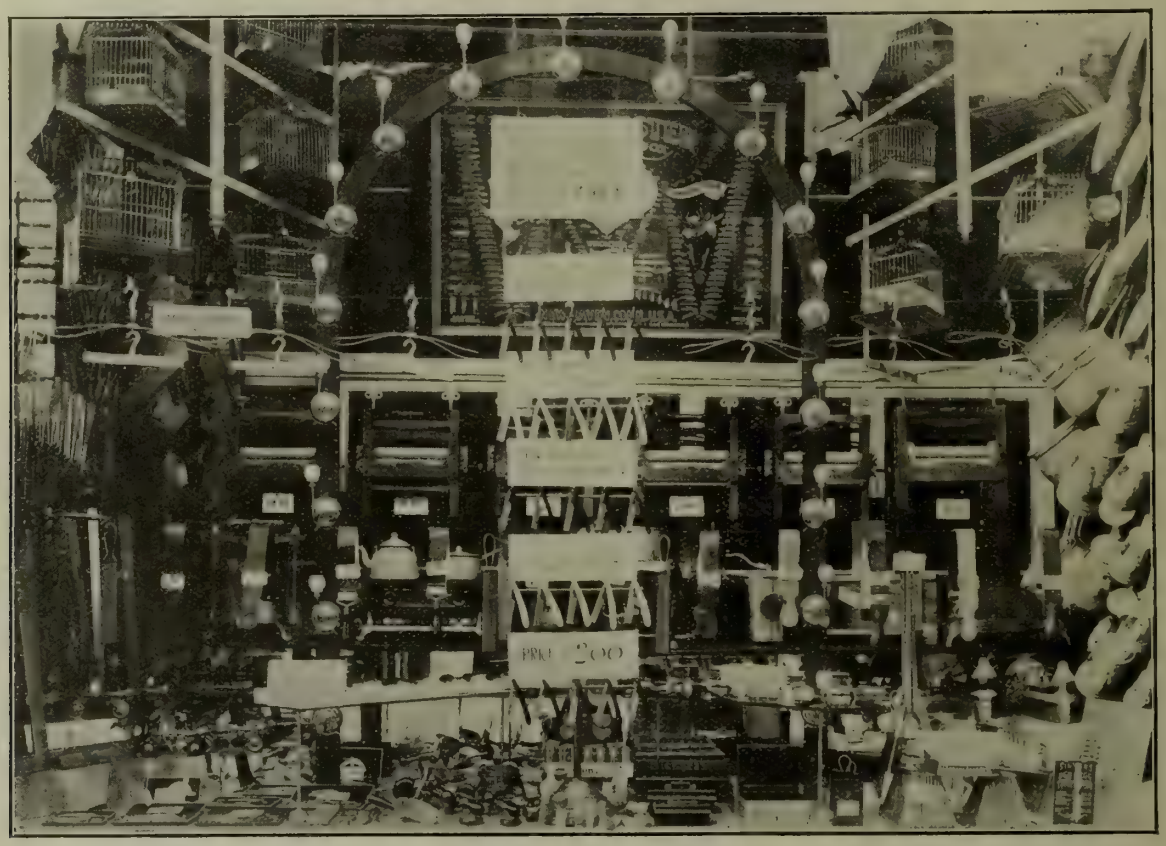
From the simple to the elaborate design, there can be no doubt as to the value of the window display. It is the best advertising medium that a retailer can possess. It not only demonstrates the progressive character of the store —and the purchasing community admires and appreciates progression—but it becomes a centre of attraction to the man or woman-in-the-street. An examination of the window becomes a habit in the everyday life of the community, and advertises the merits of the wares carried, with as much strenuousness and with greater conviction than did the shouting of the Cheap Jacks of bygone fairs.

A prominent merchant gave Hardware and Metal a good example of the value of window displays. He said that he saw a well-known citizen of his town pass his store one morning with the hurried walk of one on weighty business bent. This man had all but passed the window, when his eyes, in a cursory way, glanced at the window display. He was evidently attracted by what he saw, for he retraced his steps, took a more lengthy examination of the window, and then stepped into the store. Whether or not he bought something that was appearing in the window the merchant could not say, but if not, the window evidently brought to the citizen the remembrance that he wanted something that could be bought in the store, and he forthwith became a purchaser. The merchant thought this incident a fine illustration of the advantages of an attractive window display, and everybody must agree with him.

Great has been the development of window-dressing, but there is room for further improvement. The idea is but in its infancy, and suffers from the faults of inexperience. Designs are over-elaborate, windows are crowded, or vice versa, the attempted effect is lost by inharmonious treatment. But all these mistakes will be eradicated in time. The great point is that the advertising advantages of display have been realized, as is apparent from the appearance of hardware stores generally. It is possible for every man, no matter how small his business may be, to undertake some scheme of window dressing. Even pots and pans may be effectively displayed.

* * *

A comprehensive window display is that of L. J. A. Surveyer, St. Lawrence Boulevarde, Montreal. A large number of useful every-day articles are grouped together in simple, yet harmonious manner, affording an example of how a window can be made effective without extraneous means. In the background arranged on stands, are wringers, then kitchen utensils, oil stoves, bread-makers and bread-slicing machines and immediately below with mirrors at the back, to help with a good reflection, are bathroom fixtures and accessories. On the floor of the window are arranged geometrical instruments, fine mechanics' tools, shaving brushes, shaving soap, cash boxes, jewel and coin boxes, gas bread toasters, egg timers and poachers. On a slight elevation on the right-hand side are Daisy rifles, surmounted, on a further evelation, by asbestos sad irons. On the other side, on similar elevations, are roller skates and tools. In the centre of the window is a large horseshoe extending the full height of the window, on which are displayed Montreal Beauty night lamps. On a tall stand close to the glass front razors are displayed. Two wires stretch across the window, holding razor strops and garment hangers. White enamelled stands, placed at an angle at the top of the window carry bird cages. On the one side of the window are suspended enamelled kitchen ware, and on the other carpenters 'tools. Although the razor stand somewhat mars the symmetry of the display, the whole effect is very good. Despite the large number of articles employed there is no crowding, which is not an easy matter to avoid in such circumstances.



Comprehensive Window Display of Varied Lines Made by L. J. A. Surveyer, Montreal.

* * *

A clever display of gardening utensils by the Jas. Walker Hardware Co., St. James Street, Montreal, has been attracting considerable attention. With a strong green tone to the two windows

utilized, a refreshing coolness seems to pervade the street, which is appreciated by passers-by on the warm days now being experienced. Suspended high in the air are two watering pots from the nozzles of which descend various colored cords representing a welcomed stream of water on the parched lawn beneath. Green material is artistically used to represent this lawn, and various gardening articles are placed upon it. To these articles are attached the ends of the cords representing the water. The background is of green, festooned with leaves, hose and other articles lending themselves to effect. Both windows are similarly arranged. The articles are not overcrowded, and the whole display is one of great and pleasing coolness. The watering pot arrangement has a most charming effect.

* * *

John Ritchie, who died suddenly last Saturday at Outremont, Montreal, aged 63, not only held a record for long service in the hardware industry, but probably a record in the Province of Quebec for continuous service with one firm as for a period of 47 years he was an employe of the wholesale hardware firm of Caverhill, Learmont & Co., formerly Crathern & Caverhill, Montreal. Such a career is remarkable for a young country, but when it is mentioned that Mr. Ritchie's father was also in the employ of Crathern & Caverhill, a chain of service is linked which it is difficult to equal. No man ever worked harder for his employers than did Mr. Ritchie, and in every detail he proved himself absolutely reliable, this his long service amply proves. Although he had been ill for the past couple of years with heart trouble, Mr. Ritchie was about on Saturday and his death was, therefore, very sudden. He leaves a widow and three sons and one daughter. Mr. Ritchie was buried in Mount Royal Cemetery on Monday.

THE LATE JOHN RITCHIE, MONTREAL.

Caverhill, Learmont & Co., and their employes, were well represented at the funeral, and sent handsome floral tributes.

The council of the Montreal Board of Trade are energetically pushing forward the establishment of a transportation bureau. The need of such an organization is generally admitted. It is not intended by the establishment of this bureau to antagonize the railway interests, but rather that the bureau should co-operate with them. The question of freight charges is a vital one to Montreal. With the centre of consumption of material moving gradually west, the increased freight charges on goods shipped places Montreal at a disadvantage in comparison with western cities. The duties of the transportation bureau will be to conserve Montreal's interests as a distributing point; to be represented at meetings of the Railway Commission; to facilitate adjustments through overcharges, delays, etc., and generally to advise members. One hundred and twenty members of the board have subscribed to the bureau, but the council want a larger membership than this before they see their way clear to go on with the project, and are appealing for further support.

Trade Doings in Ontario

Hamilton Stove Founders Settle Differences With Men—London Merchants Should Get Together—Ruinous Price-cutting—Contracts Awarded at Guelph—Kingston Firm Installs 400 Furnaces in eight Years.

OTTAWA.

May 13.—In the report of the Civil Service Commission presented to Parliament a few weeks ago, reference is made to the fact that in the last few years the character and quality of the male candidates entering the public service of Canada has declined. Having no inducements held out to them to remain in the service the better class of men stay but a short time and leave to better themselves. The commissioners note with regret that in many parts of the Dominion able and worthy young men attracted by high emoluments have left the service, and it is becoming more and more difficult to fill their places. A dozen instances of this nature might be quoted. Two of the more recent ones are W. D. Ross, who was in training for the position of Deputy Minister of Finance, and now holds the important position of general manager of the Metropolitan Bank, and John Bain, the former assistant commissioner of customs, now manager of the foreign sales department of the International Marine Signal Company, of Ottawa. To the scores of talented men who have left the public service of the Dominion within the last few years must now be added R. W. Breadner, Dominion appraiser and inspector of customs, who this week assumed the duties of manager of the tariff department of the Canadian Manufacturers' Association. In selecting Mr. Breadner for this important position the executive council of the Canadian Manufacturers' Association exercised a wise discretion. Mr. Breadner had attained the third highest position in the Department of Customs through sheer force of ability and without any political pull. Indeed, it may be said of Mr. Paterson, Minister of Customs, that while a strong partisan himself, he does not allow politics to interfere with the affairs of his department, especially as regards promotions. It is obvious, that in a branch of the public service, in which technical qualificat ons play such an important part, the Minister must have absolute confidence in the men by whom he is surrounded, and it may safely be said that Mr. Paterson's trust has not been misplaced.

Mr. Breadner was born in Huntingdon, Quebec, in 1865, so that he is now in his 44th year. He had only the educational advantages to be obtained in a country schoolhouse, but added to that he had four years' good business training in a hardware store in the State of New York. In 1884, when 19 years of age, he was asked to take a position in the postal service of the Dominion, being appointed a clerk in the savings bank branch of the Post Office Department, In 1892 he was transferred to the Customs Department, and plodding along through the junior grades, he steadily gained knowledge and experience, with the result that Mr. Breadner, in 1894, was made chief check clerk of department, the duties of the office being to supervise all entries passed in the Dominion, with a view to securing uniformity in ratings, and, as far as possible, the duty payable on proper values. This was the initial grounding for the future manager of the tariff department of the C.M.A. In this position in the department he became familiar with practically every branch of trade and industry in Canada, and this knowledge will now be utilized to the advantage of the men who have employed him. In 1899 Mr. Breadner was promoted to be Dominion appraiser, an extension of the duties hitherto performed by him, with the right to a seat on the Board of Customs, and liberty to discuss with the inspectors and other appraisers on the board, the rates of duty payable in cases of dispute. Since that time Mr. Breadner has handled nearly all the arbitration cases which have cropped up. These are cases of appeal by importers against the values for duties affixed by the local appraisers or collector. In case of dispute the Minister of Customs selects one appraiser, the importer another, and the collector, whose ruling has been challenged, a third. It is an evidence of confidence the Minister has had in Mr. Breadner, that he has been the arbitrator for the department for the last few years in nearly ass such cases. Last year further promotion came to Mr. Breadner, when he was made inspector of customs in addition to his other offices, this rank being the next highest to the assistant commissioner.

It will be seen from this brief recital of the work which Mr. Breadner has had to perform in the Department of Customs that the council of the C.M.A. has

secured in him an excellent man. Naturally the Manufacturers' Association look to him to promptly organize the new tariff department, and in this respect it may safely be prophesied that Mr. Breadner will not fail them. He will make his headquarters in Toronto, but it will devolve upon him to spend considerable time in Montreal and other large importing centres, ans he will be a frequent visitor to Ottawa, especially when the Board of Customs is sitting, where his advice will be welcomed by his old colleagues. All that the board is anxious to get at is as to the true value of goods imported. Often a dispute arises as to whether a certain article should be classified under one item of the tariff or the other, and it will be Mr, Breadner's duty, as representative of the C.M.A., to furnish to the Board of Customs all the technical and other information which may come into his possession. If at the end of the first year

MR. R. W. BREADNER.

he has not justified his appointment by saving thousands of dollars to the members of the Manufacturers' Association who have invoked his assistance, he will disappoint his friends at the capital.

As an indication of the esteem in which Mr. Breadner was held by the officials of the Customs Department, it may be mentioned that on leaving he was presented with a handsome gold watch, chain and locket by the members of the staff, together with an address signed by the Minister and every one of his old colleagues. This address spoke in the most eulogistic terms of Mr. Breadner, and expressed in an unmistakable manner the respect in which every official and clerk of the department held him, and conveyed their congratulations and good wishes to him in his new sphere of labor.

KINGSTON.

May 20.—The merchants of Kingston have been bothered to such an extent by people who canvass the proprietors to purchase tickets for tea meetings, concerts, etc., that they have decided to follow the example set by merchants of other cities and have now taken measures to stop the nuisance. Some of those who call on the merchants are those who reside in the country and who have at some remote time made a small purchase in the store, while some others are perfect strangers to the storekeepers. This nuisance has developed to such proportion that many a dollar which should stay in the merchant's pocket is given out to these "hold-ups." One merchant made the remark that he was sorry he had not kept all the tickets he had purchased for picnics, bazaars and concerts which he never attended, as they would make such a display that the canvasser would be ashamed to ask him to take more. A card printed in large plain letters which reads, "All people are respectfully requested not to canvass in this store for sale of tickets or donations to picnics, bazaars and other entertainments of any kind by order of the Retail Merchants' Association," has been distributed among the merchants and displayed in a prominent place in their store.

* * *

Business continues rather quiet in most lines, only a fair amount of trade being done. The architects report things to be very slow in the building line owing to the damp weather and the lateness of the spring season chiefly. The merchants in general are looking on the bright side, however, and hope for a change for the better in the near future.

* * *

Arthur Savage, employed as clerk at Simmons Bros. hardware store, had the misfortune to cut both hands on Monday. He was driving a cork into a bottle of turpentine when the glass broke badly cutting both hands. Stanley Esford, an apprentice of the plumbing department of this firm, also met with a painful accident, the same day, being struck on the right hand by a hammer, breaking one finger and severely bruising the hand.

* * *

Elliott Bros., of this city, have been awarded the contract by the Militia Department, for the plumbing work at Petawawa camp. It will take about two months to complete the work, which will be begun next week. Elliott Bros. competed with firms in Toronto Ottawa and Pembroke, and their figure was the lowest.

* * *

The backward spring has proved a boon to one line of trade at least. Lemmon & Sons, of this city, have, during the past week, installed five Sunshine furnaces in local houses, thus rounding out a total of 400 in eight years.

PETERBORO.

May 20.—The Peterboro branch of the Retail Merchants' Association held their first annual banquet in the Oriental Hotel on Friday night, May 16th. An address was presented by E. M. Trowern, secretary of the Dominion association who urged the retailers to have a higher idea of their business than they have been accustomed to in the past. The chairman was Mayor Rush and besides the address of Mr. Trowern, Rev. Mr. Geen, of Belleville, a business man as well as a minister, also spoke.

* * *

Captain Clarke, from the Pacific Coast was in Peterboro last week and the fruits of his visit are that a company has been formed to build two stern-wheel steamers for use on the Trent Canal. The lumber for the steamers will come from Vancouver, which is expected here in the course of a month. The company intend to rush the work on the boats, docks and warehouse.

* * *

During the past week the business in plate glass window has been on the increase. The Peterboro Hardware Company have installed no less than four.
HM—Corres REDD

HAMILTON.

May 20.—After several months of dispute the stovemakers and the molders have arrived at a settlement of their differences. The result is a compromise in which the employes accept a reduction in some cases, but which the manufacturers claim will not reduce the cost of production. The chief bone of contention was the day wages. In foundries where general work is done the rate of wages was $2.75, while in the stove plate molding shops the rate was $2.90 a day. This was a difference which the employers considered unfair and the higher rate of wages was reduced to $2.75. Only one of the foundries is in operation, that of the D. Moore Company. The management reports a brightening up in business and a very fair outlook in view of the recently prevailing conditions. The western trade is a little dull as yet, but the local business, is, under the circumstances, comparatively good.

* * *

E. G. Yates, manager of the London Machine Tool Company, is traveling in the west in the interest of the firm.

* * *

The Ontario Lantern and Lamp Company is getting out an attractive hanger advertising their Banner lanterns and burners.

* * *

The Baynes Carriage Company has appointed J. F. Walker, of Portage la

Prairie, representative for the firm in that locality, and other representatives as follows: E. C. Smith at Elkhorn, Man.; H. C. Cooper at Medicine Hat,, F. W. Walsh & Company at Moose Jaw, and Alexander & Russell at Calgary.

* * *

Clarence Moran, of the Frost Wire Fence Company, has been transferred to Winnipeg as the sales representative of the firm there.

* * *

Assessment Commissioner Macleod landed another big American industry this week, which will manufacture horse collars. The company is a new one, the incorporators being H. D. Whipple, inventor; Henry F. Dalley, and Dr. C. O. Robinson, of Omaha, Neb. They have secured the old Gompf brewery building in the north end of the city and will employ about 25 men at first, but hope to have a staff of about 300 within a few years. The collar they will make is of a new type, which is supposed to do away with sore shoulders on horses.

* * *

The Board of Education has awarded the contracts for the erection of an addition to the Picton Street school, to cost $40,000. The following are the contracts for the erection of the building proper: Painting and glazing, William Barrett, $1,300: roofing, John E. Riddell, $1,067; plumbing, Adam Clark, $3,469.

* * *

Edwin Skedden, head of the Skedden Brush Company, was last week presented with an address and a check for a substantial amount in recognition of his services as leader of the choir of Macnab Street Presbyterian church for the past twelve years. Mr. Skedden is retiring from the leadership of the choir owing to his inability to carry on the work through pressure of business.

* * *

There was a remarkable explosion in a store here last week as the result of a cellar becoming filled with natural gas. A plumber was about to connect a gas pipe and he first of all turned off the gas at the meter. He then removed the cap off the end of the pipe and was examining it with a candle when the gas ignited and the building was badly wrecked. Four men were hurt. The plumber believes that the gas which caused the damage was in the pipe between the meter and the cap and when he removed the latter it leaked out and filled the room.

* * *

The local Board of Education has decided to erect a technical school, at an estimated cost of $75,000. It will be erected in the rear of the Collegiate Institute, and tenders will be called for shortly. It is proposed to teach the following trades in the school: Wood and metal working, plumbing, electrical work, painting and printing.

LONDON.

May 19.—Everybody connected with the hardware trade seems to be busy just now, and there is every reason to believe that the feeling of optimism to which dealers have clung for months past is to be justified. "Couldn't be busier," said a representative of a leading jobbing house, in answer to your correspondent's query, while one has only to look into any of the retail stores to be convinced that business is good. Seasonable weather, of course, adds to the activity.

* * *

The need of organization among the local hardware dealers was never more manifest than at present. Ruinous price cutting is said to be carried to an extent never before known, nor does there appear to be any likelihood of an early ending of the suicidal practice. "Some of them are cutting the very heart out of the business," said one merchant today. "Just fancy selling lawn mowers at cost at this season of the year. Why, it's simply ruinous." Evidently it is time London hardwaremen came to their senses, got together and stayed together for the purpose of maintaining living profits.

* * *

The liquidators of the defunct Wilcox Manufacturing Company still have agents on the rounds selling to the retail trade builders' supplies at prices usually offered jobbers. Naturally the latter do not like this sort of thing, but, of course, they have no remedy.

* * *

"Comparing our local sales the first half of this month with those of the first half of May, 1907," said an official of a big foundry concern, "we find that this year shows up remarkably well. What slumps there is comes from the west, where, there is reason to hope, things will brighten up when the crop begins to move."

* * *

George White & Sons, the well.known manufacturers of engines, etc., have taken out a building permit for a new foundry, east of Rectory street. Work will be commenced on the wood-working department, which is to cost $15,000, at once. The company will continue to run its old plant, as well as the new one. The new structure will be 100x200 feet.

* * *

Contracts for the new isolation hospital in connection with Victoria hospital have been let, the total cost being about $50,000.

* * *

Several capitalists from Detroit were here a few days ago looking over the city with a view to the selection of a site on which to erect a large industry. These people do a large business in Canada, and export much of their goods to England. It is to handle the Canadian and English trade that they propose to establish a branch in this country, and it is said they are very favorably impressed with London. Who the people are and the nature of the business they are engaged in are matters that are kept secret by the chairman of the manufacturers' committee, who showed the visitors around, in order that other municipalities might get no "tips."

GUELPH.

May 20.—M. Kelly, manager of the Guelph Stove Co., was in Toronto on business this week.

* * *

The Berlin Hospital Board have awarded the tender of a hydraulic elevator, with car 9 feet by 4, and with a capacity of 1,200 pounds, to the Parkin Elevator Co., of Hespeler, for $1,000.

* * *

Fred. Smith, plumber, contemplates going on a trip to the Old Country this year.

* * *

Mr. Mickus, hardwareman, Preston, has arranged a fine display of bath fixtures at the rear of his hardware store. This display represents a bath room with the finest fixtures, and is a credit to the proprietor.

* * *

Hespeler merchants have agreed to the Thursday half-holiday as in former years, and accordingly, their stores will be closed through June, July, August and September on Thursday afternoons.

* * *

T, and G. Penfold, of this city, have secured the agency of Draper & Maynard, sporting goods manufacturers, of Plymouth, New Hampshire, and are showing a fine line of these goods in their north window.

* * *

The hot weather that we have had for the past week naturally turns the average person's thoughts to such comfortable things as hammocks, refrigerators and gas stoves, and accordingly our enterprising merchants are now displaying these lines prominently in their windows, and in their advertisements.

* * *

Daniel Bailey, hardware merchant and implement dealer, of this city, has a large amount of valuable implements destroyed in a fire which totally burned out his barn. Both the barn and contents were fully insured.

* * *

At a meeting of the water commissioners, held on Monday, the tenders for the new pump for the waterworks plant, and for the erection of a steel or concrete standpipe, as well as a foundation for the standpipe, were referred to Engineer Davis for consideration, and he will consider them and report back to the commissioners. The contracts for cast iron pipe and special pipe were awarded to the Gartshore, Thompson Co., of Hamilton. Tenders for hydrants, valves and valve boxes were awarded to the Kerr Engine Co., of Walkerton. Manager Hackney has returned from an extensive trip to various cities inspecting a number of waterworks plants.

* * *

It is understood that the rates for lighting and heating will be reduced by July of this year to 10c for electricity and $1 per thousand for gas.

BRANTFORD.

May 18.—The question of technical education, which is of the greatest importance to Brantford, is now receiving the attention of the manufacturers and business men of the city. There is already a technical school here for the training of boys, but it is considered too small and its scope too limited for the field which this city presents for training in this line. The new scheme in brief, embraces an extension of the local course by which boys in the public school would receive preliminary training, and in the event of their deciding on an industrial occupation, would be passed on to the Collegiate where their time would be devoted largely to mechanical lines, supplemented by such other collegiate studies as would be of practical use to them in their industrial work. In order to accomplish this it is necessary to secure two important reforms: (1) The amalgamation of the local technical, public school and collegiate boards so that the system may be placed under a united board of education which could supervise all branches, and (2) The erection of a new collegiate and technical school.

* * *

The re-opening of the local roller skating rink has been responsible for a revival of interest in roller skating. Some of the local hardware merchants have taken advantage of the opportunity to meet the popular demands in this line and are carrying supplies of roller skates at low prices. So far, however, the greater part of the skating has been confined to the rink. As the sport continues it is likely that it will be taken up outside.

* * *

The Grand Valley Railway is extending its line from the main line between Brantford, Paris and Galt, to St. George. A large number of men are employed in the work. It is also the intention of the company to reconstruct the main line and to make big improvements and extensions in its system in Brantford during the coming summer.

* * *

The formal opening of the Brantford and Hamilton radial line between this city and Hamilton will take place on Saturday, May 23. There will be no ceremony to mark the inauguration of the line. The prospects are that it will be largely patronized, many excursions already having been arranged. The run of twenty-five miles between the two cities will be made in 45 or 50 minutes and the return fare will be a dollar.

* * *

W. B. Burrill, head of the Burrill Foundry Company, in this city, mourns the loss of his wife who died suddenly last week, after a brief illness.

CHATHAM.

May 19.—At a meeting of the railway committee of the Board of Trade last week a resolution was passed recommending Secretary W. R. Landon to attend the C.M.A. meeting in Toronto on May 20 with reference to the new railway bill of lading, which the committee strongly disapproved. Steamship bills of lading were also discussed.

* * *

Brisco Bros. are conducting a big sale. The firm announce that they intend closing out their miscellaneous stock, and that after June 1 only bicycles, sporting goods and gas and electrical goods will be carried, in addition to repair business. Mr. Brisco started as a bicycle dealer, but the business has gradually expanded till it occupies three stores. The sale is in charge of Henry Primeau, who has officiated at quite a few affairs of that kind and has a reputation as an effective and somewhat freakish advertiser. A couple of youngsters drawing a pyramid of express wagons of various sizes piled one on top of another, up and down King Street, was a rather Liptonesque device. The wagons bore a placard announcing that the Brisco sale was on.

* * *

Hardware business looks extremely good in all lines. There is a sort of "city beautiful" campaign going on in the press just now, which, if encouraged, should not only result in civic betterment, but promote the trade in gardening tools as well.

* * *

Geo. M. Watt, son of John Watt, has resigned his position with the Dominion Radiator Company, Toronto, to take a position with the Cluff Bros. Radiator Company, as head of their drafting department.

* * *

During the past week or so Jas. A. King, who has the agency here for Ramsay's paints, has been making an effective exhibit of a Ramsay house; that is, a miniature house painted with the Ramsay products.

* * *

Ald. W. H. Westman, of Westman Bros., was in Leamington and Kingsville last week on business.

* * *

Spring displays, lawn mowers, gardening tools, screen doors, etc., are the order of the day. In a display of this kind J. C. Wanless recently carried out the illusion effectively by covering the bottom of the show window with newly cut grass.

* * *

Last week the Volcanic Oil & Gas Company secured a franchise to run a pipe line through Romney township. This company is the Chatham Gas Company's source of supply, and the franchise ensures Chatham the Romney field to draw from for a natural gas supply.

* * *

C. Martini, of Rodney, has purchased a store on Main St. and will open up in the course of a few weeks with a complete hardware stock.

West of the Great Lakes

Vancouver Man Sells Canadian Manufacturing Rights for Newly Patented Gas Heater—New Buildings at Banff—Trade Reported Brisk at Regina.

MOOSE JAW, SASK.

May 18.—A dozen set of competitive plans for the new $100,000 Collegiate Building at Moose Jaw have been submitted by architects from both Eastern and Western Canada. The Moose Jaw High School Board have left the plans in charge of the superintendent of the city schools for the inspection of the members of the board.

* * *

The Rogers Lumber Co., of Minneapolis have decided to make Moose Jaw their Western Canada headquarters. The company owns 140 lumber yards on the other side of the line, and the manager, A. W. Jones, announces that in a comparatively short time over 75 yards will be opened in Sackatchewan, Alberta and Manitoba. This will be a welcome addition to the growing business interests of the city.

* * *

The retail clerks of Moose Jaw have just completed the organization of a retail clerks' association. Membership is open to all clerks and book-keepers employed in the retail stores of the city, and the objects of the association are to help the members in various branches of their work, particularly in advertisement writing and window-dressing; to arrange for a series of meetings to be addressed by prominent merchants of the city on suitable topics, and to promote the social side of life. All branches of retail trade are represented on the executive committee and the prospects of the association are exceedingly bright.

EDMONTON.

May 18.—Hardware merchants in Edmonton are wearing a happy smile these days on account of the brisk business that is being carried on and the prospects for a steady trade during the remainder of the year. The construction of the Grand Trunk Pacific Railway near the city, the erection of a large number of important public buildings, the street paving operations, the laying of the street railway tracks and other

large undertakings all create an unusual demand for hardware of all kinds which, added to the usual city trade, makes business unusually brisk.

* * *

The contract for heating the new Norwood public school which is now being erected in the city at a cost of $60,000, has been let to J. Lockerbie & Co., plumbers and steamfitters of Edmonton.

* * *

Last week the city awarded the contract for 1,500 barrels of cement for city work to the Western Cement Co., of Exshaw, Alberta, at $3.25 per barrel on the condition that full value would be paid for the sacks returned. The company failed to agree to this last proviso so the contract was then awarded to Gorman, Clancey & Grindley, of Edmonton, for Alberta Portland cement at $3.30 per barrel, the contracting company agreeing to accept the empty sacks at Edmonton at the price charged against the city.

* * *

The important announcement has been made by the Canadian Northern Railway, that a considerable reduction in freight rates on this railway between St. Paul and other points in Minnesota and Edmonton, is to come into effect May 20th. Hitherto the rates have been $2.55, $2.13, $1.71, $1.28, $1.15, $1. 71, 62 and 58 cents per hundred pounds, on classes 1 to 10 respectively. The reductions will make the rates for the same classes $2.47, 2.07, $1.65, $1.24, $1.11, 94, 67, 62 and 55 cents per hundred pounds, governed by Canadian classification.

This latest reduction will mean much to the wholesalers of Edmonton, and will go far towards increasing the capital's importance as a wholesale centre. Due credit is to be given the railway company for this reduction.

* * *

Edmonton hardware men are advertisizing extensively supplies for homesteaders, prospectors and contractors. As Edmonton is the outfitting post for a large number of these parties these lines find ready sale and hardware merchants who are bringing these lines of goods before the public are doing an excellent business. They supply these parties with stoves, guns, hardware, cooking utensils, ammunition, tools of all kinds, etc.

* * *

There is very little likelihood that a stove manufactory will be established in Edmonton for some time to come unless iron is discovered in this part of the country in sufficient quantities. T. J. Cornwall, manager of the Edmonton Iron Works, Limited, states that under the present circumstances such a move was not practical. Both iron and coke had to be imported at great expense, and while sand may be obtained near here that will do for ordinary casting, if sheet iron were made for stoves a special kind of sand would have to be brought in from Albany, New York. Besides the drawback of lack of material there was the question of the cost of labor and the small market at present. Power also cost far more than in the east. It was thus impossible at the present time to compete with the manufacturers of stoves in the east. The discovery of iron near here in sufficient quantities might alter the situation, but until that time the proposal was out of the question, much as the people of Edmonton would like to see such a foundry established here.

* * *

The new telephone building will be a two-storey brick structure 23x67 feet, costing about $10,000. The building will be finished by the middle or latter part of June.

* * *

Plans are now being prepared by the public works department for the provincial asylum to be erected at Ponoka. The building when completed will cost between $150,000 and $200,000.

* * *

Work will be started about the middle of June on the erection of a $200,000 court house in Edmonton. The Legislature at their last session set aside $50,000 for the commencement of the construction of the court house. Tenders must be in the hands of the Minister of Public Works by June 13.

REGINA.

May 12.—Now that the bulk of the seeding is done in this district the farmers are busy fence building, and going ahead with other improvements and as a result the demand for wire fencing, plain and barbed wire is very heavy and merchants report a very heavy trade in these lines.

Notwithstanding the hard season they have just come through, the farmers are erecting a great many very fine buildings. The old style of barn has had its day and is being replaced with the modern barn, with concrete walls, floors and all other necessary improvements that make stock-raising a profitable business.

* * *

A great many farmers in this district are going in for mixed farming. Alderman R. Linton gave a lecture on mixed farming at a recent convention here and as a result some of the farmers are working along the lines laid down by Mr. Linton. Mixed farming in the West if it can be worked to a successful issue, means a great deal to the people residing in the towns and cities and also gives the farmer something to fall back on in the event of failures or partial failure of the crop.

* * *

The sporting goods trade promises fair to surpass former years, and there is a great deal of interest being taken in local sports. A city baseball league has been formed with seven teams, and a football league with nine teams competing. At present none of the hardware men are handling this line, but with the prospects so bright it is expected that they will be handling a line of sporting goods.

* * *

This week sees some very neat window displays among the hardware men special mention may be made to Peart Bros. display of Gillette's safety razors occupying their big west window. It is so arranged that one cannot get by the store without getting the impression that the Gillette way is the only way. They report a very large sale of Gillette's razors as a result of this window display and a special advertising campaign. This firm have been running a series of special sales ranging in price from 5c to 75c, and report very large business as a result. A full detail of the method of conducting these sales and their results will appear later.

* * *

A. Sampson, of Blenheim, has accepted a position as traveling salesman with J. C. Stokes and will pay special attention to the school supply line.

* * *

Mr. Dickie, manager of the Regina Trading Co.'s hardware department, has purchased a residence in Cornwall St.

* * *

It is likely that Regina merchants will observe Wednesday afternoons during June, July and August as a half-holiday, the hardware men are willing to close on these days and if the other merchants fall in line the half-holiday will be observed.

BANFF, ALBERTA.

May 15.—The season is opening at Banff. This week the C.P.R. and Grand View villa hotels opened their doors again while the fine new Banff Hotel was opened for the first time last week.

* * *

Some building is under way, and more is planned. Very extensive additions are planned to the C.P.R. hotel. Dr. R. G. Brett, proprietor of the Sanitarium and Grand View Villa, has commenced work on a commodious dancing hall, to be situated on the grounds of the Sanitarium.

* * *

A large undertaking has been projected by the Presbyterian Church, which seems likely to materialize. It is the building of a $20,000 stone edifice, of the Norman type, in the heart of the town. The auditorium proper will have a seating capacity of about 250, but the building is to be so constructed that an auditorium can be opened up which will accommodate 800 or 900 people. It is the intention to have a summer theological institute here, similar to the one at Northfield, or that at Chautauqua in its palmy days.

VANCOUVER.

May 15.—"Trade just now is brisk, and the plumbing business generally is in very good shape," was the reply of Matt. Barr, of Barr & Anderson, of this city, to a question put by your correspondent. "Plumbers are fairly busy, and the indications for a good summer are bright. The situation is encouraging. At present we have 65 of a staff employed, which shows considerable business on hand." This firm has several large contracts not only in this city but also in Victoria and Prince Rupert. They have started on the contract of installing the plumbing in the large new federal building, which work will bring them $10,000. Other jobs are: In Vancouver—plumbing and steam heating in the Loo Gee Wing building on Hastings Street, $14,000; plumbing and steam heating in the Gibb apartment building, $20,000, besides minor work. In Victoria—plumbing and hot water heating in St. Joseph's Hospital, $18,000. In Prince Rupert—steam heating in the Prince Rupert Inn and similar work in the Annex, which is a separate building, both to total $8,000; plumbing in the offices of the engineering staff, and also in a private house.

* * *

E. A. Shipley, a local heating engineer, and inventor of a patent gas heater, has sold the Canadian manufacturing rights of this article to a Hamilton firm, for a large sum, said to run over four figures. In addition to the cash payment, the inventor and his associates will receive a royalty on every heater manufactured. Mr. Shipley went east a few weeks ago to either dispose of the manufacturing rights of the invention or secure the necessary capital to erect a factory to manufacture them on a large scale in this city. The first large machine built along these lines was installed in the Vancouver Athletic Club, and is used to warm the water in the large 35,000 gallon swimming tank. So successful is the heater, that although it was expected that two of the machines would be required to handle such a large body of water, it was found that one gave complete satisfaction. While the Canadian rights have been disposed of, Mr. Shipley and his associates are still negotiating with several large American manufacturing firms. The sale of the Canadian rights will not prevent the establishment of the proposed public natatorium near English Bay, in which salt water could be heated by a battery of these machines, and swimming open to the public all the year round.

* * *

Through bills of lading are now being issued by the C.P.R. to points over the White Pass & Yukon, bringing to an end the differences which have existed during the last few weeks. The C.P.R. was the last to enter into a traffic arrangement with the White Pass and other steamship companies plying north having signed the agreement when first presented.

* * *

The rate war which is on between the C.P.R. and the Inland Navigation Company may have the effect of Seattle merchants billing their consignments from the east exclusively over American roads. This is an instance of where Canadians can stand behind a Canadian company, as large shipments of freight are made over American lines and brough to Vancouver by both boat and train.

* * *

The Keremeos Hardware Company has received its first shipment of stock and more is expected right away. The proprietors, Crooker & Meausette, have their building ready and will open this week.

* * *

Capt. L. P. Bowler, a mining engineer with experience in various parts of the world, who is in the city, is making arrangements with the Vancouver Engineering Works for the manufacture of some of his patented gold saving machines, which have been so successful in Australia and other gold producing countries.

HARDWAREMEN IN UNIFORM

No. 2.

LIEUT. W. G. HIGGINS.

Of the Higgins Hardware Co., Peterboro.

From cadet corps to a commissioned officer in the 57th Regiment, Peterboro Rangers, and from there to commander of the signalling corps is the military record of Lieut. W. G. Higgins, a member of the Higgins Hardware Company, of Peterboro. Lieut. Higgins first took an interest in military affairs while attending the Collegiate Institute. There he joined the cadet corps, where he learned the old drill. In 1904 he decided to enter the 57th Regiment, and secured the commission of lieutenant in that body. He held the commission of lieutenant in No. 4 company until this year, when he was made commander of the signalling corps, which work he has undertaken with great success.

As a hardwareman Lieut. Higgins has been equally as successful. Fifteen years ago he entered the employ of A. E. Micks & Co., as junior clerk. Three years ago he became one of the company, and now the Higgins hardware store is one of the most popular in the city. He is in the same store in which he began his hardware career fifteen years ago.

CHAIN MADE IN CANADA.

The Standard Chain Company of Canada have been operating their extensive and well-equipped plant at Sarnia, Ont., for some time, and are in a position to make prompt shipments of chain for all purposes, not only of the same quality, so well known to buyers, as they previously shipped from the States, but having the additional merit of being made in Canada. Alexander Gibb, St. John Street, Montreal, is the selling agent of the company, and he is now making a special announcement to the trade.

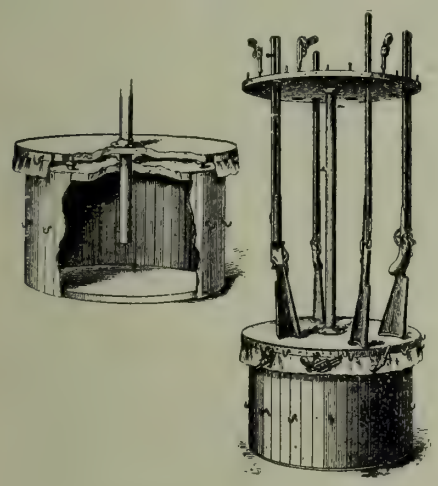
REVOLVING GUN RACK FOR WINDOW.

As a solution of the vexed question of how to display guns, rifles and revolvers to advantage in the window, at the same time economizing space, the show window revolving gun rack, shown in Fig. 1 was evolved and perfected by D. K. Allen, Greenwich, Conn., aided not a little by suggestion from his salesmen. The rack is about 50 in. high, over all, the exposed woodwork being covered all over with green baize, while the exposed pipe and floor plates are finished in aluminum bronze. The rack is exceedingly neat and attractive when loaded with goods.

The drum or lower section of it, shown in Fig. 2, was made of two ⅞-in. circular boards, 24 in. in diameter, fastened together all around with strips of wood 1 or 1¼ in. wide and 12 in. long. A hole was then bored in the top board of the lower section with an expansive bit, 1¾ in. scant, just large enough to allow a 1½ in. pipe to revolve in it without too much play. Two other ⅞-in. circular boards, 26 in. in diameter, were used for the upper section or revolving part, of the rack, one for the top and the other for the bottom.

Fifteen holes, each about 1¾ in. in diameter, were bored at equal distances apart just inside the circumference of the top board, through which the gun and rifle barrels project. A 1½-in. floor plate was fastened in the centre of this board on the under side, and floor plates of the same size were fastened, one on the top and the other on the bottom, at the centre of the bottom board. A piece of 1½-in. wrought iron pipe 34 in. long, was threaded at both ends and screwed into the floor plate on the upper board and into one of the floor plates on the lower board. Another piece of pipe the same size and about 9 in. long, threaded at one end, was screwed into the floor plate on the under side of the

lower board. Four ball bearing casters were fastened to the under side of the lower board about 2 in. back from the edge, at equal distances apart. A circular piece of metal was put on the upper side of the top board of the lower section for the casters to run on to reduce friction. The two sections were thus separated a distance equal to the height of the casters. As the circular boards of the upper section are 2 in. larger in diameter than those of the lower section, the board to which the casters are attached projects 1 in. beyond the line on which the casters run. To conceal the casters and the space between the two boards, a piece of baize about 4 in. wide was tacked with brass furniture nails all around the edge of the bottom board of the upper section, after all the other baize was put on. This strip hangs like a valence, loose



Revolving Gun Case.

at the lower edge. The 9-in. length of pipe, which is screwed in the floor plate on the under side of the lower board of the upper section, passing through the hole of the upper board of the lower section, prevents the casters from running off the drum when the rack revolves. The sash door opening into the show window is at the end nearest the front entrance of the store, and the rack is located on the floor of the window so as to be easily reached by salesmen when standing on the store floor. Thus the rack can be revolved and goods taken from it to show customers without any inconvenience whatever.

Fifteen guns and rifles can be accommodated on the rack at one time. Brass cup hooks were screwed into the lower section, also on the lower board of the upper section, and on these revolvers are hung. The pins which may be seen driven into the top board of the upper section support revolvers, the pins going up into the barrels and supporting the weapons very firmly. In this manner it is said that fully three dozen revolvers can easily be accommodated.

CONDENSED OR "WANT" ADVERTISEMENTS.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

AGENTS WANTED—United States firm manufacturing a well known and widely advertised Safety Razor would like to secure a Canadian agent. For full particulars address Box 716, HARDWARE AND METAL, Toronto. (tf)

WANTED in every town of 2000 or over, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. A permanent position for the right man. The MacLean Publishing Company, Limited, Toronto.

AGENCIES WANTED

MANUFACTURER'S AGENT, resident at Cobalt, desires agency for mining and mill supplies, general hardware, etc., for northern Ontario. Calling upon mining, milling and construction companies, hardware stores, etc.; 2 years experience northern Ontario, 5 years general hardware. Agency Box 394, Cobalt. [20]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

WE have a set of Tinners' Tools for sale which we purchased in the bankrupt stock of Dreany Bros. Will sell cheap for spot cash. John Bailes & Sons, Cobalt. (20)

LITHOGRAPHY.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

BUSINESS CHANCES

WANTED—One or more traveling salesmen who visit the hardware, cutlery and sporting goods trade, to take a line of Star Safety Razors and accessories as a side line on a commission basis only. Kampfe Brothers, 8 Reade St., New York City. (19)

TRAVELLERS AMONG DAIRIES.—Opportunities of making handsome profits on good side line, 25 p.c. to 50 p.c. commission. Apply "Corinth," HARDWARE AND METAL, Montreal.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

TINSMITH WANTED, steady job, $12.00 per week, with chance of advance; must be steady and capable. J. B. Furniss, Sunderland. (21)

TINSMITH WANTED—Steady job for good man. None but first-class mechanic need apply. State wages wanted. F. Y. W. Brathwaite, Blind River, Ontario. [22]

TINSMITH, who can do plumbing and act as foreman. State experience and wages. S. B. McClung & Co., Trenton. (23)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SCOTCHMAN, open July for engagement. Unique experience in open fire, fire-places and grates. Accustomed architects and good class private trade. Thoroughly practical, capable and up-to date man. Exemplary character, excellent credentials re ability and experience. Fullest particulars from Box 101, HARDWARE AND METAL, 88 Fleet St., London, England. (24)

WANTED position as clerk; 6 years experience in general hardware; good references. M. A. Cooke Fenelon Falls. (21)

HARDWARE SALESMAN, having at present management of large retail hardware business in the West, wishes to make a change for a similar position, or one as travelling salesman. 14 years experience. Best of references. Apply Box 5, HARDWARE AND METAL, Winnipeg, Man. [24]

EXPERIENCED hardware clerk, abstainer, non-smoker, wants position west of Winnipeg. Department and quantity of work immaterial. All regulations cheerfully observed. Apply Merington, Okotoks, Alberta. (23)

YOUNG MAN desires position as clerk, 4 years' apprentice, carry indentures, good references. H. Eyears, Smiths Falls, Ontario. (21)

SITUATION WANTED—Young man with ten years experience in the western lumber and hardware trade open for engagement. References. Looking for business opening. Address, C. F. Rannie, 335 Eleventh Ave. West, Calgary, Alberta. (22)

TINSMITH AND FURNACEMAN, two years' experience, wants job in country shop, Manitoba or Saskatchewan. Box 2, HARDWARE AND METAL, Winnipeg, Man. (23)

HARDWARE CLERK, 7½ years' English and Canadian experience. Country town preferred. Box 721, HARDWARE AND METAL. (21)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, in one of the best towns in the Ottawa valley. An exceptional opportunity for anyone looking for an established business. Apply Box 717, HARDWARE AND METAL, Toronto.

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

CANADIAN MACHINERY and Mfg. News, $1.00 per year. The only mechanical paper published in Canada; every foundry and manufacturer of hardware lines; or of anything made of metal, should receive this publication regularly; sample copy sent on request; condensed advertisements for "Machinery Wanted" will be inserted free for subscribers to "Hardware and Metal." "Machinery for Sale" advts. one cent per word each insertion. CANADIAN MACHINERY, 10 Front St. East, Toronto.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, May 22, Room 511, Union Bank Bldg, Winnipeg.

Weather conditions continue favorable for the growing crop and prospects are considered very bright. Business is showing some improvement, but there is a spirit of caution abroad and buying will not be heavy until the 1908 crop is assured.

Cut nails have been reduced 30 cents per keg. Shot has also been reduced.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

Wire Nails—$3 Winnipeg, and $2.55 Fort William; cut nails, $2.90 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—$1.75, 100 sq. ft.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 per cent.

Hooks—Brush heavy, per doz., $8.75; grass, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., $9.25; 7-in. $10.

Builders' Hardware, Locks, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wringers—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14¾c. British manila, 11¾. Lath yarn, 10¾c.

Building Paper—Anchor, plain, 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1, Cyclone, tarred, 84c; plain, 66c; No. 2, Joliette, tarred, 69c; plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; tarred, 84c; Buffalo, plain, 67c; tarred, 62½c; Lion, plain, 55c. Perfection sulphite, $3.75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled. English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5. Bar iron, $2.50. Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Pig Lead—$5.50. Lead pipe, $7.

Sheet Zinc—Casks, $8; broken lots, $8.50.

Copper—Planished copper, 29½c per pound; tinned, $26½c.

Iron Pipe—Black pipe, ¼-in. $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box, $13.50; ½ box. $7,

Terne Plates—I.C. plates, $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8-inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45: Eocene, gal., 24c; case, $2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasolene, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand, bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 74c. Linseed oil, raw, Winnipeg, 60c; Calgary, 72c; Lethbridge, 72c; Edmonton, 72c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

May 20.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 5o p.c.

Horseshoes, M.R.M., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, $3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 55 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, $1.85 per 100 sq-ft.

Shovels, first grade, $11.55; fourth grade, $7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, $9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, $8 doz.

Wringers, Royal Can., $38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manille, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Ammunition—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

White lead, pure, $7.75 per 100 lbs.

Boiled oil, barrels, 72c per gal.; raw, 69c per ga.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

THE WELSH TIN PLATE TRADE.

The present position of the Welsh tinplate trade is far from satisfactory. In Llanelly most of the works are running full time, but orders are coming in very slowly and prices have fallen. Some extensions are going on at Llanelly Steel Works, but it is some time before they will be complete. A little improvement is reported in the galvanized sheet department. In the Swansea district, however, things are a little better, and the set-back in the tinplate trade of the country has not been felt to any appreciable extent in Swansea. In commenting upon the situation Lord Glantawe pointed out that the United States exports of tinplates have fallen off recently, and notwithstanding the great improvements in labor-saving appliances which had been introduced into the United States, he considered the quality of tinplates was nothing like so reliable as those plates manufactured in the United Kingdom.

LAWN SPRINKLER.

A novelty in lawn sprinklers has recently been invented by a man living in Oregon, The device consists of a central tube supported on a standard to which a fixed gear ring is attached. Swiveled at the top of this tube is a nozzle formed with a bracket which carries a paddlewheel. The paddlewheel is provided with a peripheral worm thread adapted to engage the teeth of the gear ring. In operation the tube is connected with the water supply, and the water flowing out of the nozzle is directed against the vanes of the wheel, causing the latter to rotate and feed itself with the nozzle around on the gear ring. The water striking the vanes is spread as a shower over the lawn, and as the nozzle revolves a large area is covered.

COMBINED AUGER-HEAD AND REAMER.

E. J. Wheeler, Bryson City, N.C., has invented an improved form of auger adapted to boring in wood or similar materials but differing from the ordinary tool from the fact that its construction admits of its adaption to work on a large scale, it being possible to bore any required size at one operation.

A COMPLETE LINE

We invite a close inspection of Pease Warm Air Furnaces, Pease Combination Furnaces, Pease Round Hot Water Boilers, Pease Round Steam Boilers, Pease Square Sectional Hot Water Boilers, Pease Square Sectional Steam Boilers, and Pease Economy Steam Heaters and Ventilators.

We can furnish apparatus for heating and ventilating Residences, Stores, Offices, Factories, Churches, Schools, etc., by Warm Air, by Warm Air and Hot Water combined, by Hot Water and by Low-pressure Steam.

We have made an exclusive study of the heating and ventilating business for over a score of years. The experience thus gained is at the disposal of our agents.

We maintain an Engineering Department, and every heating and ventilating problem sent us by our agents is made a separate study by a competent Heating Engineer.

We have received thousands of unsolicited letters from users of Pease Systems testifying to the superior quality of Pease plants, both as regards heat distribution and moderate operating cost.

Why not handle a line which is known to be entirely Satisfactory? Better write us to-day.

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water o Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

CONTRACT WORK BOOK-KEEPING.

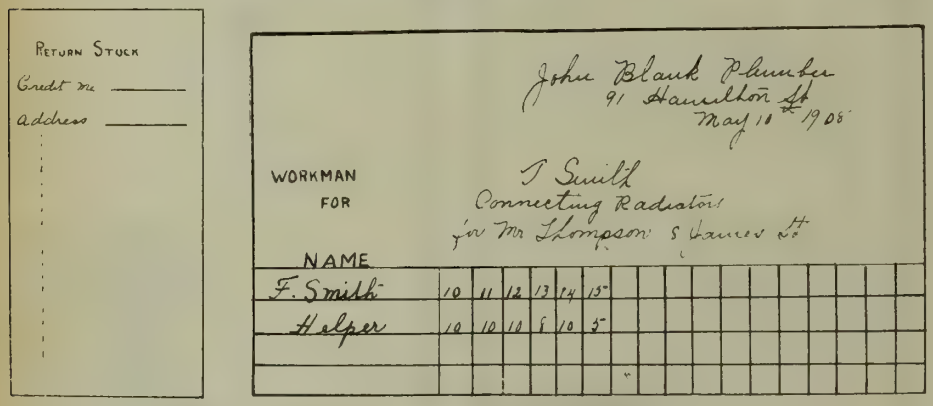
H. Occomore & Co., Guelph, write :—"Could you inform us as to the best method of keeping track of time and material used on contracts.?"

To keep track of time and materials used on a contract involves a great deal of worry unless a person has a good system. The best system I have encountered is as follows :

All material is charged to the contract before it leaves the shop. When the workman is sent to the job, he is given two printed slips. One is a time card (see illustration) of which simplicity is the keynote. All the workman has to do is enter the number of hours he and his helper work daily.

The second slip is a return stock slip, and any material not used is entered on this slip and on the completion of the work is handed into the office and the material is credited to the contract. By consulting your list of material sent to the job and this return stock slip you can readily discover any errors.

W. M. M.



Keeping Track of Time and Material.

FIRING HOT WATER BOILERS.

In common with hundreds of other mechanical devices, a hot water heating system often fails to give the maximum of satisfaction because of a lack of knowledge respecting its operation on the part of the owner, says Building Management, and in that way it often happens that a steamfitter obtains an undeserved bad reputation because he has either not realized or has overlooked the necessity of properly instructing his customer how to operate a heating system after the same has been properly installed, and in order to correct some false impressions existing in the minds of many people respecting the care and method of dealing with their heating appliances, it may be well to explain what has been found in practice to be the best rule to be followed in the care of a hot water boiler.

First, it must be assumed, of course, that the boiler is connected to a suitable flue, i.e., one that is of suitable diameter and height, reasonably smooth and with tight mortar joints, so that there will be no suction of air from any point except through the smoke pipe, and that the boiler sections will be thoroughly swept out once a week, or oftener, according to the character of the fuel and the amount of ashes and soot deposited on the sections, for it must be borne in mind that a layer of ashes, say half an inch thick, on the top of each section will reduce the capacity of the boiler perhaps 30 per cent. by insulating the iron from the passing heat.

The complaint most often heard is that the house is cold in the morning and that a fair temperature cannot be obtained until about the middle of the day, and this in most cases is due to faulty firing on the part of the owner, because if a fair temperature may be obtained during any part of the twenty-four hours, it follows that the system has ample capacity, and that if a little care is taken, an equally high temperature may be obtained at any other time during the day.

A Common Mistake.

Now, what is the cause of a drop in temperature in the morning ? It is due to a combination of two circumstances, viz., first, to the well known fact that the lowest temperature during the 24 hours is about 4 o'clock a.m., and, secondly, and vastly more important, to the fact that the owner usually adopts a wrong course in preparing a fire for the night just before he goes to bed ; for instance, it is a common practice to shake the grates, put in a considerable amount of fresh coal and turn on the drafts for twenty or thirty minutes "to burn the gas off," and herein lies the great mistake, because the fire gets such a good start in this way and there is so much fresh fuel that the hottest fire during the 24 hours is likely to be about two o'clock in the morning, and from that time it gradually dies down so that at the end of the next six or seven hours, or about eight o'clock in the morning, the fire is almost entirely burnt out and the flat is cold.

To overcome the resulting difficulty it has been found good practice, first, to shake the fire very little in the morning and put on some fresh coal, to which may be added two or three times during the day enough coal to keep the temperature sufficiently high, so that about ten or eleven o'clock at night there will be three or four inches of good clean fire on the surface and several inches of ashes on the grate.

Gases Escape Through Chimney.

If the grate then is given a good, vigorous shaking and all of the ashes cleaned out, there will be enough room to place in the fire pot a considerable body of fresh coal. The furnace doors then should be entirely closed up, and the key damper in the smoke pipe placed in such a position as experience with each individual chimney will dictate would produce the best results. The damper in the fire door should be left open in order that sufficient oxygen may be drawn in to mingle with the gas given off by the coal and produce combustion, otherwise, all of the gases will pass up through the chimney without burning, and will be a total loss.

It will be found that the fire will begin to burn up slightly about one o'clock in the morning and will gradually increase in intensity until, say, five or six o'clock, when there will be found to be a good hot bed of coal in the boiler and a very comfortable temperature throughout the house.

The necessity for a vigorous shaking of the fire in the morning is obviated, and the ashes are permitted to accumulate, so that the operation of the night before may be repeated.

Firing the boiler in this way will be found to give the best of satisfaction, and, if the radiators are not kept hot when there is a good fire on, the plumber might pay especial attention to the quality of the coal, which is entirely responsible in many cases where he, and the boiler that he installed, has received unmerited blame.

SIMPLE VENTILATION.

Where steam heat is installed, according to Suburban Life, ventilation is especially needed, for the absence of flues and open fireplaces deprives the rooms of a constant source of pure air, and architects are often negligent in supplying efficient substitutes for them. When building a house, it is very easy to have at least one open grating communicating with the outside air placed at the highest possible point in every room, with a flap, if desired, to prevent this outlet becoming an inlet; but even when the house is built without these necessary ventilators, they can be easily made with very little expense or trouble. Perhaps the simplest method of providing a constant inlet for a room is to have a counterpart of the lower rail of the sash frame made, with upper and lower surfaces parallel. When this is put in its place and the window shut down on it, air comes in readily at the junction of the upper and lower frames and at a height which prevents those sitting in the room from feeling any draught.

J. J. Williams, who lately bought the hardware business of McNamee & Argue, of Crystal City, Man., is taking up residence in Crystal City and will take over the management of the business at once. Mr. Argue is retiring from active business.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Window Advertising Novelty.

The Canada Steel Goods Co., Hamilton, have in their possession a handmade hinge taken from a trunk containing Lord Nelson's personal effects at the time of his death at the battle of Trafalgar, in 1805. The hinge was secured as a relic by an uncle of A. Ludham, Leamington, Ont. The hinge has now been framed and will be loaned by the Steel Goods Co. to any hardware firm desiring to use it for window display purposes.

—

For Circularizing Customers.

The United Factories, Limited, Toronto, have issued a neat illustrated folder, showing various lines of Boeckh's brushes for housecleaning purposes, such as scrubbing brushes, hair brooms, waxing brushes closet bowl brushes, cornice dusters, bannister brushes and several other useful lines. Any of the trade desiring these to send out to their customers may have them on application. Space is left on front cover for the customer's address, and a patent fastener is attached to hold from opening.

—

"Buster Brown" Express.

The Woodstock Wagon and Manufacturing Co., Ltd., Woodstock, Ont., is putting on the market a new children's express wagon bearing the striking name of "Buster Brown." The wagon weighs but 25 pounds and may be used for light carting. Features that will commend it to boys are the tight springboard bottom, removable box, a heavy perfect steering mechanism and brake equipment. Oil chambers in the hubs retain oil and keep the wheels clean. The company request applications for prices and terms from the trade.

—

"A Little Information."

The Acme Stamping and Tool Works, Hamilton, Ont., has issued a booklet with the suggestive title, "A Little Information." The booklet contains several valuable tables, and besides illustrating some of the articles manufactured by the firm there are a few blank pages at the back of the book for memorandums to be made by the reader.

—

New Lock Sets.

The Taylor-Forbes Company, Guelph, Ont., are putting to the front some new store door handles which can be used with any cylinder night lock. With these sets the dealer can make up for a customer combinations to suit every requirement. The sets are made in two grades—solid bronze and cast iron—and

The Best Paint on the Job is the Best Paint to Sell

The paint that gives the best satisfaction to buyer and user is the one that builds up the kind of trade you want—customers who use your goods over and over again—who pay their bills—and recommend your store.

SHERWIN-WILLIAMS PAINT, PREPARED (S. W. P.)

produces the best results that it is possible to produce for the purpose intended. It stays sold—Sherwin-Williams Products don't come back or require allowances to keep your customers satisfied.

It will pay you to handle the Sherwin-Williams line. Write us for our proposition.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

361

"METALLIC" CORNICES

So neatly and accurately made they are very easily erected.

Any architectural design supplied promptly.

If you want one for your own building or for your customers—it will pay you to write us.

We know how - and—we make them right.

23 YEARS EXPERIENCE

The Metallic Roofing Co.
LIMITED
Manufacturers
Toronto and Winnipeg

may be had in various sizes. Dealers are asked to inquire about these of their jobber, or write direct to the company for prices and samples.

Simplex Roofing Nail.

The H. B. Sherman Manufacturing Company, Battle Creek, Mich., are introducing a new roofing nail designed to overcome the necessity of assembling tins and nails when laying roofing. The Simplex nail is made in one piece, the

Simplex Roofing Nail.

stem being riveted on both sides of the head, this preventing leaks, it is claimed. The heads are also much thicker than a tin cap and buckling is overcome and the life of the nail prolonged. Sample nails will be sent on application.

Short Rachet Drill.

The Armstrong Bros. Tool Company, 104 North Francisco Avenue, Chicago, are putting on the market a new short ratchet drill, made in several styles and the design and construction being simple, compact and strong. As "Armstrong Circular No. 7" says: "It's easy to make a ratchet drill with a long head and a long feed or a short head and a short feed, but this is the ratchet with a short head and a long feed. Write for a copy of Circular No. 7, or for a complete catalogue of Armstrong tool holders.

Hints About Shaving.

The Auto Strop Safety Razor Company, 14 St. Helen Street, Montreal, have issued a neat little booklet which describes succinctly, but at the same time clearly, the obvious advantages of this razor over the old long-handled pattern. It is pointed out that the man who visits the barber shop, say twice a week, and pays 15c. each shave, makes a 600 per cent. investment by doing his own shaving with an Auto Strop, besides saving much valuable time wasted at the barbers, and running the risk of infection. The little booklet describes the mechanism of the Auto Strop, how to strop correctly, hints as to get the best results in shaving, cleaning and changing blades. It also contains a number of testimonials.

Another valuable testimonial recently received is the following from M. Isbister & Son, Saskatoon: "We find Hardware and Metal one of the most interesting and beneficial trade papers published in Canada, and it is read with great interest each week by all connected with our establishment."

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Tedd Shoe Company, Owen Sound, Ont., are to erect a factory.

A hardwood flooring factory is proposed to be built at Wiarton, Ont.

The Willson-Carbide Co., Merritton, Ont., are building a new storehouse.

The National Rolling Mills have decided to erect a plant at Sydney, C.B.

The Sackville (Man.) Hay and Feed Co. will erect a store and office building.

The Port Arthur Elevator Co. has spent $50,000 on improvements to its elevator plant.

Alliston, Ont., ratepayers will vote on a by-law to grant a $25,000 loan to the Consolidated Crossin Piano Co.

The Moresby Island Lumber Co., an American concern, is erecting a large sawmill on Graham Island, B.C.

A new company to manufacture horse collars will locate in Hamilton, Ont. All the machinery and tools required will be purchased in Canada.

The Ontario Wind Engine & Pump Company are shipping to Beira, East Africa, four complete Canadian airmotors, with tanks, pumps, grinders, etc., also a shipment to Pretoria, South Africa, which indicates that trade is picking up in that part of the world and that Canada is securing some of it.

A. W. Donly, Canadian trade commissioner for Mexico, has made a report showing an analysis of the foreign trade of that country and naming various branches which he considers Canadian manufacturers could secure a foothold. The list includes: Manufactures of wood, rope and twine, copper goods, wire, finished iron products, cement, varnish, machinery and tools.

Building Notes.

Whitewood, Sask., will build a $15,000 school.

A $20,000 hotel will be erected in Alameda, Sask.

A five-storey apartment block will be erected in Winnipeg.

A new $25,000 hotel is proposed to be erected at Lanigan, Sask.

A technical school to cost $75,000 will be built at Hamilton, Ont.

The C.N.R. will erect a new depot at Saskatoon, Sask., this summer.

The Bell Telephone Co. propose erecting a $250,000 building in Toronto.

The new plans for the Winnipeg passenger terminals have been approved.

Thos. Crooks, Hamilton, Ont., will erect a large office building in that city.

The Lakeside Pleasure Co., St. Thomas, Ont., will erect a large and modern boathouse.

Tenders are called for a $20,000 hotel to be built at Ville Marie, Pontiac County, Que.

A new $20,000 school will be built in Woodstock, Ont., to replace Delatre St. school.

The Toronto Y.M.C.A. authorities have discussed the necessity of erecting a new building.

Additions will be made to two Vancouver schools and a new one will also be built there.

With the exception of San Francisco, Vancouver leads all other cities on the Pacific Coast in the building line.

Andrew Carnegie has offered and Winnipeg has accepted, a gift of $39,000 for addition to the Carnegie library building.

The new plans submitted by the G.T.R. for the erection of the hotel at Ottawa, Ont., call for an expenditure of $1,500,000; and for the central depot, also at Ottawa, $525,000 is called for.

Municipal Improvements.

Vancouver may spend $300,000 on a waterworks system.

Waterloo, Ont., will spend $5,000 on waterworks extensions.

Cobalt, Ont., contemplates constructing a waterworks and sewage system.

Ville Marie, Que., desire to spend $27,000 on waterworks and sewage systems.

London, Ont., ratepayers will on June 22 vote on the $560,000 new water scheme.

Winnipeg wishes to submit a by-law authorizing the expenditure of $50,000 for placing wires underground.

Willis Chipman, civil engineer, Toronto, is to make a report on the best system of waterworks and sewage to install in the town of Dauphin, Man.

Railway Construction.

The C.N.R. will this summer lay rails on the Goose Lake line extension.

Dunnville, Ont., passed a by-law on May 11 to purchase $30,000 of Dunnville, Wellandport and Beamsville Railway bonds to assist in the construction of that railway.

Companies Incorporated.

The Rice-Knight Manufacturing Co., Limited, Toronto; capital, $50,000; to manufacture lamps, etc. Provisional directors: H. A. Rice, E. H. Scammell and F. E. de Garmo.

Scotland Box and Manufacturing Co., Limited, Township of Oakland, Ont.; Capital, $40,000; to manufacture wheelbarrows, etc. Provisional directors: J. E. Elliott, C. Mitchell, W. A. Stuart, M. N. Baldwin, A. McD. Robinson, W. E. Hooker and W. H. Biggar.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO., LIMITED

MONTREAL

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO. LIMITED

HAMILTON, ONT.

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

Hammer the Hammer — Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and Sportsmens' periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

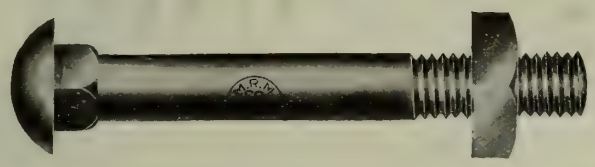
Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

ICE CREEPER.

An ice creeper has recently been invented which may readily be attached to the heel of a shoe to prevent one from slipping on the ice. The device is so designed that it may be swung out of the way whenever desired. It consists of two sections, namely, a heel section and a spur section. The heel section may be made fast to the inner side of the heel by driving therein a barbed anchor-bar. The spur section is hinged to the heel section, and by means of a flat spring, may be held either in a folded position, when the spurs bear against the sole of the shoe, or in the operative position, when the spurs project from under the heel.

SELLING BASEBALL GOODS.

One point in particular which dealers should always remember in selling baseball goods is that your prospective customer has, in most cases, but a limited amount to invest in a baseball glove, mask or any other article, and if he shows an inclination to be shown something cheap, the salesman should act accordingly. But, however, if a desire to purchase a high-priced article is shown, as is done in many cases, it should be brought out immediately from stock and the sale clinched at once. It has been the case many times for some enthusiast to come in a store, with every intention of getting a mit, say, for $5, and then going out with one that cost him $2.50 or $3. This is a bad bit of salesmanship and undoubtedly it was made after the purchaser had examined three or four grades. This rule probably only applies in the sale of baseball goods, but it is nevertheless a good one and which clerks should follow very closely.



BOLTS AND NUTS

Well shaped heads, correct threading and perfect fitting nuts, together with the material used in their manufacture, which is of the best, are the features which have gained for our Bolts the reputation they have for uniformity and always being up to standard.

We have full stocks of all sizes and are able to make prompt shipment.

The MONTREAL ROLLING MILLS CO.

Electric Lighting and Heating

The development of electric lighting and heating goes on apace. There seems to be no cessation to the number of new patents and improvements placed upon the market, and the ordinary observer, who tries to imagine to what pitch of accomplishment the electrical world is trending, is in danger of becoming hopelessly bewildered. Lamps have improved beyond recognition. The inventive power of experts is constantly giving us increased brilliancy of light, with greater economy; while the advance that has been made in cooking and heating devices opens out a great field in household utility, while up-to-date apartment houses have now their electrical kitchens and radiators.

A visit to the electrical supply houses and to the progressive hardwareman who caters for the electrical tendency of the age, shows the extent of this development in regard to kitchen appliances. Irons, chafing dishes, percolators, heating discs, etc., give some idea of the range that is being covered.

Hardwaremen's Opportunity.

Undoubtedly the electrical kitchen has come to stay, and although the present great drawback of expense militates against any rapid introduction of a complete kitchen outfit, individual utensils, as in the case of irons, which can be more easily fitted up, are becoming popular. There is no question as to the saving of trouble between the electrical heated implement and the gas or fuel heated one, and the saving of trouble is a great consideration to the housewife. The question of expense is perhaps not so material. It would be wise for the hardwareman to keep in touch with this important electric development, for as electric lighting extends throughout the country, so will the other electrical conveniences, and he may be able to add a profitable department to his store.

Improvements Being Made.

The improvements in the metallic filament lamp of to-day are giving us an increased brilliancy of light with not only greater economy in power, but with longer life to the lamp itself. It is impossible to foretell where this progress will stop. The great difference between the Tantalum and the old carbon filament lamp—as great as the difference between the ordinary brass gas burner and the incandescent one—may be, and probably will be, repeated between the Tantalum and the next great improvement. Experiments are constantly going on with metals which seem suitable for filament making, while the construction of the lamps varies with the different methods of dealing with the present style of filament.

It is a wonderful progress that is going on, not only in the lamps themselves, but in the arrangement and form of their fixing. Art has come to the aid of electric lighting, as electric lighting may be said to have come to the aid of art, and most varied and handsome are the globes and fixings seen in the electrical stores at the present time. The lights can be made to harmonize with the style of the room, while the most artistic effects can be produced by the effective coloring of the globes.

New English Lights.

Among the many new patterns of enclosed arc lamps on the market, so greatly superior to the old time commonly employed open type, there is one being exploited by Veritys of London, England, which is commanding a great deal of attention. This lamp is a replica of the well known "Aston-Worsley" lamps, which have proved so successful for public and other lighting, and which have been standardized by the British Admiralty for use in the dockyards, by the War Office, and by the leading railway companies in the United Kingdom

Tubus Economy Incandescent Gas Light.

Verity's Improved Monarc Lamp.

and abroad, and is used largely for street lighting. But this lamp—the "Monarc"—has among other advantages the merit of being 4 to 5 inches shorter than other types of enclosed arc lamps, which enables it to be installed where other lamps are unsuitable. The Monarc has been improved in power to enable customers abroad to compete with continental and American enclosed lamps, and is now standardized to take 5 amperes. The fact that it will burn for some 90 to 100 hours without retrimming, giving the same amount of light as the ordinary large size arc lamp, but retaining the advantages of short length and very low first cost, makes the Monarc one of the most popular lamps on the market. The lamp is attractive in appearance and is very suitable for shops and warehouses.

Inverted Gas Lights.

With the improvements in electrical lighting there are also advances in incandescent gas lights, especially in the inverted form which is now so popular. The Block Light Company, Brooklyn, have introduced a mantle which is held in a horizontal position, and of a shape giving a large illuminating surface. An important consideration is the fact that the ordinary mantle in common use can be employed. The light can be connected with any gas fixture, and the burner is held in such a position that danger of carbonizing of parts is avoided. The gas mixed with air is burned from orifices in a magnesia mantle holder, and the mantle being about 3½ inches in length throws a strong light, equal, it is claimed, to 165 candle power, downward. The "Tubus Economy incandescent gas light" requires no chimney, while the mantle cannot fall off, nor is it affected by vibration.

ACETYLENE A SAFE ILLUMINANT.

The United States National Board of Fire Underwriters at a recent meeting amended the rather drastic rules covering the installation and use of acetylene generators, permitting that in all outlying districts generators may be placed inside, but in closely built up districts outside installation is to be preferred; though it will not be necessary to construct strictly fireproof houses for this purpose, as in the past.

The investigations which were set on foot for the purpose of ascertaining facts brought forth the conclusion that in view of the fact that the number of acetylene generators installed inside of buildings had very largely increased in the past few years, while, at the same time, the fire records seemed to show that the number of fires ascribed to such installations had if anything decreased, the rules of the National Board covering the construction and installation of acetylene apparatus had apparently safeguarded the hazard to a very great extent, and acetylene was proving itself to be a safer illuminant than those which it had replaced.

PORTABLE WINDOW PLATFORMS.

Every window trimmer who has to work with small windows should have on hand a set of easily portable and interchangeable boxes which may be combined in different ways to form platforms increasing in height toward the back of the window. These boxes can be made of unpainted pine, but they should be substantial enough to stand one upon the other securely and to bear considerable weight. The window trimmer should figure out for himself what their dimensions should be, but for the ordinary small window, boxes half as long as the window is wide and about 12 inches square will be found convenient. Enough of these boxes should be provided so that a series of steps or platforms rising in height toward the back of the window may be easily and quickly built up. Some suitable covering of a shade which will harmonize with the goods to be displayed can easily be thrown over these steps or platforms and arranged in loose folds and puffs so as to present a very artistic appearance.

News of the Paint Trade

A HARD FINISH WALL.

The following is a process to finish a hard finish wall in flat oil paint: After all cracks are filled and sandpapered, prime the wall with three-fourths linseed oil and one-fourth turpentine, using a little white lead, about five pounds to the gallon of thinner. After priming is dry, give walls a coat of glue size well rubbed out and hot. Third coat should be about one-half oil and one-half turpentine with white lead enough to make a fair coat of paint tinted to the shade you desire to have the wall. Fourth coat to consist of one-fourth oil and three-fourths turpentine and lead enough to make a fair coat of paint tinted a little darker than the finish coat. Fifth, or last coat, to be mixed with all turpentine, using three-fourths French zinc and one-fourth white lead. Stipple this coat. Lithopone may be used in place of zinc and lead for the last coat. It covers well and finishes dead flat, but does not work well with lead.

PUSHING PAINT SALES.

The retail dealer is the most powerful factor in creating demand for paint, for several reasons, says an exchange. One is because of the annual spring letters he sends out to his patrons as a gentle reminder that "the house probably needs a new coat." Another is the effect of an appropriate window display. For instance, if he displays in his window a half-painted summer bench and a partly painted screen, only a very small percentage of those who stop to look at the display will be immediate buyers, but when they come upon their own rusty screen and scratched benches they will immediately be reminded of the contrast they saw in the window and seven to ten they will buy paint.

Many people become laggard and disinterested in the appearance of their houses and put painting off from year to year. These are the ones who have to be brushed up. The only way to stir them up is to set them to thinking about paint. If they're looking in your window they're interested, but you must have something attractive in that window before they will look in it.

NATIONAL PAINT LEGISLATION.

The Eastern Paint Manufacturers' Association, of which Benjamin Moore, Brooklyn, N.Y., is president, in view of the paint legislation which is cropping up in many sections, have adopted a resolution in which they express themselves as being opposed to all pernicious paint legislation.

At a hearing before the Marshall Paint Bill in Washington last month, A. S. Somers, of New York, spoke against its enactment for the reason that if the bill passed it would be necessary for

Trouble

Of course you'll have whole bundles of trouble, and you are foolish to expect anything else until you get the up-to-date idea of discarding the old-style floor paint, and in its place stocking the right-up-to-the-minute line of **FLOORGLAZE ENAMEL** in ten popular shades. It's the kind that dries in a night with a mirror-like finish, and wears on the job, not off. Good profit for the dealer.

Send for Color Card.

Manufactured only by

The Imperial Varnish & Color Co.
LIIMTED

TORONTO, CANADA

Stocks at

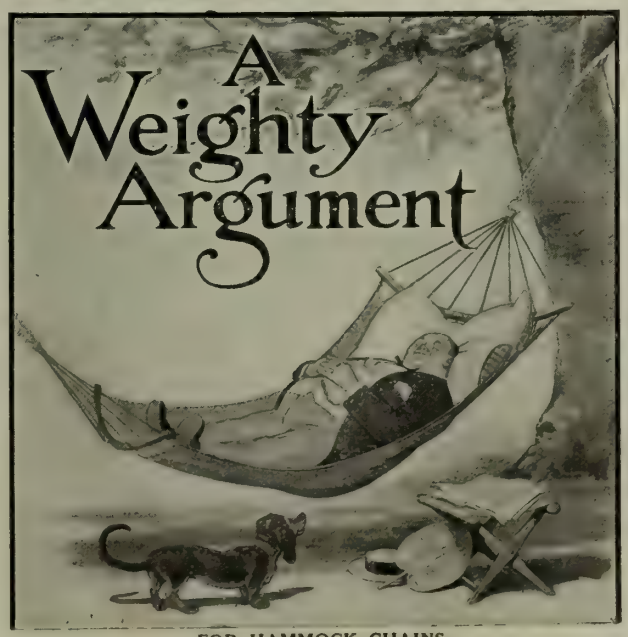
VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

HAMMOCK INSURANCE



FOR HAMMOCK CHAINS

Hammock Chains are infinitely stronger than rope. Tested to bear the weight of five heavy men. Most easily adjusted. Will not slip. Made in three sizes: 3 ft., 6 ft. and 9 ft. respectively. Attractively packed, one set to a box. A convenient shelf package. Will appeal to every householder. Be sure you have these chains in stock before the season opens.

Display hangers furnished free.

ASK YOUR JOBBER

Hammock Chains

make the USE OF ROPE on Hammocks

Criminal Negligence

every paint manufacturer to make public the results of many years' work in arriving at the proper combination of colors to produce certain results, the proportions of various ingredients to make certain kinds of paint, etc. Without the incentive of proper remuneration for discovery, as matters now stand, there would be no progress in making better paints and colors, for the reason as soon as they were marketed all details would have to be made public.

Paint and Oil Markets

TORONTO.

Toronto, May 22.—A better movement of goods is reported as while painters are finding business dull the demand from householders shows a corresponding increase. Mixed paints, stains and varnishes are all being sold in sufficiently large quantities to encourage dealers to re-order. Lead, too, is in fair demand. On the whole, both retailers and jobbers are in better spirits than a fortnight ago and with a fair run of dry weather a steady improvement in trade should be noticed.

Shipments of Paris green are now being made by jobbers. In other years shipments have been made in April but as the goods are not really in demand until June there has been no reason to get the stocks in dealers hands before the present.

Prices are firmer than a week ago, but there is still a lot of shading being done. The decline in turpentine seems to have stopped, temporarily at least, and linseed oil, while not subject to any definite agreement, it is understood, is much steadier than a month ago.

Turpentine—For the first time for several weeks we do not report a decline and the market seems to have reached a rallying point, although it is too early to predict a bottom figure. In the South prices are steadier and locally, we quote 65c per gallon in single barrels.

Linseed Oil—While the market is still unsettled prices are fairly firm. We quote 54c for raw and 57c for boiled in from one to four barrels.

White Lead—A fair demand exists and dealers are ordering in good quantities. Reports of sales at low prices are heard, the reason given being that some houses are overstocked. There has been no general cut in prices but some houses are selling at $6 while others are still quoting $6.15 per 100 lbs. for genuine and $5.90 for No. 1. Red lead is quoted at $4.50 for genuine in casks and $5 in kegs.

Paris Green—Jobbers are shipping out supplies to dealers and a few scattered orders are being received. Prices are unchanged at 24½c in barrels and 25¾c in drums.

Glass and Putty—Inquiries are increasing for glass. Prices are unchanged. Putty also continues steady at $1.65 in bulk in bbls. and bladders in bbls. at $1.90.

Varnishes and Stains—A steady demand exists, dealers finding it necessary to sort up lines depleted by sales to householders. Shellac varnish is unchanged in price at $1.75 for pure white, and $1.65 for pure orange.

Petroleum—A normal demand continues with prices unchanged at: Pure white petroleum, 13½c; water white, 15c; and Pratt's Astral, 17½c. Benzine, in single barrels, 18c per gallon, and motor gasolene, 18c.

MONTREAL.

Montreal, May 22.—The volume of shipments is exceedingly good, and it is not thought that there will be any change in the present cheery outlook for some time. Turpentine is firmer than it was, and the extensive cutting lately noticeable has been stopped. Inquiries are good, and dealers report a growing consumptive demand. Conditions on the whole, therefore, are most satisfactory. Looking ahead there may be a mid-summer dullness, but prospects for the autumn are particularly bright.

Turpentine—Quotations have been firm all the week, and it is thought that the bottom has been touched in this article. Good business is being done at 64c for single barrels.

Linseed Oil—Linseed oil has fluctuated somewhat, occasionally easing to some extent and then experiencing a feeling of firmness. Quotations seem satisfactory, as business is brisk. We quote as follows, making no change:—Raw, 1 to 4 barrels, 52c; 5 to 9 barrels, 51c; boiled, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c.

Ground White Lead—Stocks must have been very low, as there is a heavy call from all parts. Contrary to the usual order of things that when orders are brisk, prices are firm, quotations on ground white lead have been marked down 10c. We quote Government Standard $5.65; No. 1 at $5.40.

Red Lead—The first arrivals by water have rapidly disappeared. Stocks are consequently light, but figures remain unchanged: Genuine red lead, in casks, $5.25; in 100-lb. kegs, $5.50; in less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $5; kegs, $5.25; and smaller quantities, $6.

White Zinc—This article is feeling the effect of good weather conditions, and a fair inquiry exists. V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—a noticeable increase has taken place in the sale of house and

A Paint Intelligence Bureau

Do you know whether you get most of the paint orders in your district or not?

Our Co-operative method—a follow up system—will assist you in getting these orders.

It is a Paint Intelligence Bureau—that actually diverts paint sales to agents for "English" Liquid Paints.

It has been proved efficient.

Just send us your address on a postal if you are interested; we will explain.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., Winnipeg,
Distributors for Western Canada

Every Can of Moore's Pure Linseed Oil H. C. Paint Contains 10 to 15% Better Value Than Any Other Brand

This is a strong statement, but the paint itself backs it up. Just you apply this simple test: Paint a clean board with one coat of Moore's Paint; then paint other clean boards with one coat each of other brands; then place all the boards side by side. You will then see that Moore's Paint is truer in color and has more body than any of the other brands. Try it.

Every Barrel of Muresco Wall Finish is a Barrel of Satisfaction to You and Your Customers

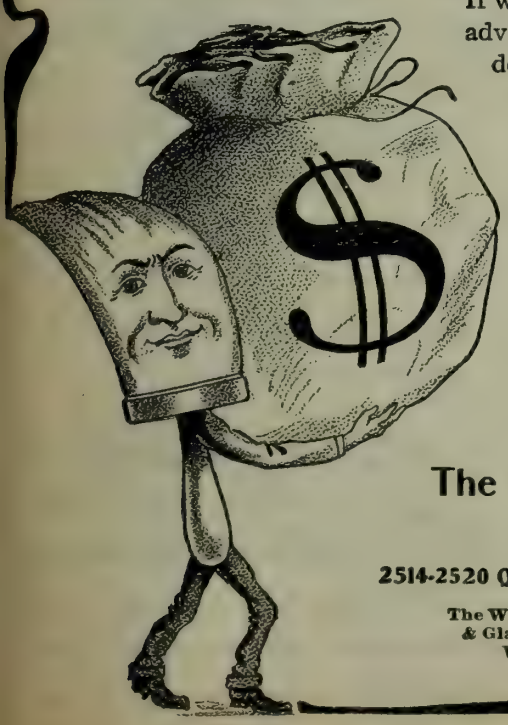
Muresco is the healthiest and most satisfactory wall finish on the market. We have scores of testimonials from painters all over Canada singing its praises. If you handle Muresco you will get the Painters' Orders.

Benjamin Moore & Co., Limited

New Office and Works: Toronto Junction, Canada. New York, Chicago, Cleveland, Carteret, N. J.

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

Bringing You Dollars



If we promised to do that, Mr. Paint Dealer, you would answer this advertisement right away, yet that is just what our plan for helping our dealers make sales amounts to. We have a system by which the dealer handling

Martin-Senour Paint
100 Per Cent Pure

secures the cream of the paint trade in his community, builds up his business and puts extra money in his pocket. Our object in advertising our dealers in this way is to help them make sales and WE DO IT. Write to us today and we will tell how it's done.

The MARTIN-SENOUR CO., Ltd.
"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.
2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

furniture varnish. For carriages, piano, and implement varnishes, trade is better than for some time past.

Colors — Heavy shipments of liquid paints are being made, and stocks of dry colors are being rapidly drained.

Putty—Only a nominal demand exists, which is easily met by various grinders. Pure linseed oil putty, bulk, 800-lb. casks, $1.75 ; in 25-lb. iron drums, $2.-05 ; in 25-lb. tins (3 in a case,) $2.15; bladder putty, in barrels, $1.95.

REPORTS PAINT BUSINESS GOOD.

H. J. Dupont, manager Canadian Oil Co., Ottawa, was one of the optimistic visitors who called at the Toronto office of Hardware and Metal last week. He reports business in both the paint and oil line as being ahead of last year as far as Ottawa Valley and Eastern Ontario are concerned, although the volume of business booked during the first four months of 1908 is hardly up to the corresponding months of 1906, which was a record breaker.

Mr. Dupont has been calling on the hardware trade in Eastern Ontario for the past 16 years and knows practically all his customers personally. He said he wished to compliment the editor of Hardware and Metal on the accuracy of the market reports. A few years ago his head office used to write the different branches each week as to the changes in prices of turpentine, linseed oil, etc., but now they relied on the quotations given in Hardware and Metal and every week he posted his travelers from the paper.

A WHITE LEAD PROCESS.

White lead is being manufactured in Detroit by the "mild" process, invented by Wilson H. Rowley. The method is as follows :

The pig lead is hoisted to the third storey of the plant and melted in a great caldron. In this initial carrying to the caldron is the only need of human labor until the finished product appears. The stream of molten lead runs through a pipe in the bottom of the caldron to an atomizer, where it encounters a blow of superheated steam that disintegrates it into its smallest particles—so small are they that assembled they resemble a stove polish, somewhat dried—and this fine, powderlike substance is collected in large tanks of water, from whence it is carried on to broad, troughlike tables, where powerful agitators search it for any small particles of lead that remain unconverted. Air at low pressure is forced through the liquid lead and water, the combined action of air and water converting the lead into what is called a basic hydroxide of lead.

Observe that, in all the processes, no handling has been necessary. From the top storey of the building the lead finds its way from floor to floor, through gravitation, and in its liquid form is then pumped back to complete its transformation. There remains to be done the carbonating process, which is completed by placing the lead in carbonators, where it is constantly agitated while it is being subjected to the action of gas pumped in under low pressure. This gas is a product of the plant itself. In 36 hours of this treatment the proper fineness and density is obtained and the finished lead—white as snow—s pumped to the drying beds, which are long strips of duck canvas laid over screens, and here it dries, the finished product. The proof that the lead has been thoroughly converted and deprived of its soluble lead salts is that these duck sheets last a long time. Heat, air, water and gas have changed the pig lead to the white lead of the trade.

NOVEL DISPLAY CONTRIVANCE.

A clever contrivance for displaying color combinations has been shown at Wichita, Kan., says an exchange. The affair consists of a show board or sign board of a size which can be handily set up in the centre of the store, with a support to its back.

The board is marked off into a number of square sections, each of which is painted a different color. These sections are to represent the various colors used for houses. The outfit is also provided with a number of various colored frames of the same size as the sections. The frames are to represent the trim colors for houses. Therefore, by hanging a frame to one of the sections one can immediately see whether or not the colors blend.

This arrangement should prove a boon to dealers. No more can customers blame him for recommending combinations which do not turn out to their liking, as he can now show them the after effect before they buy. Again, it will certainly be an assurance to the hesitating customer and save the merchant a dictionary full of words. All the features of the invention are rigidly protected by letters patent.

PAINT NOTES.

Joseph Tremblay Marier & Tremblay, painters, Quebec, is dead.

P. Scott & Co., painters, Montreal, have dissolved and are succeeded by Scott & Co.

In the sketch of the Canadian branch at 300 Notre Dame west, Montreal, of Wilkinson, Heywood & Clark, varnish and paint manufacturers, of London Eng., published last week we gave the date of the establishment of the firm as 1706. This should have been 1796.

The degree of L.L.D., recently conferred upon Neil Munro, the Scottish author and cousin of Robert Munro of the Canada Paint Company, Montreal, was that of Glasgow, one of the highest degrees in the Old Country.

The Canada Paint Company, Montreal, shipped from their advertising department, one day recently five tons of advertising matter, chiefly lithographic booklets, to their customers throughout the Dominion. The loads going through the streets created quite a sensation.

GLADSTONE

used to say that by reading the advertising you got the most comprehensive idea of a country's commercial progress.

¶ You are particularly asked to read the Canada Paint Company's advertisements. They are written for mutual benefit. We find that they benefit us, or we should stop.

¶ A Lawyer charges for every letter (however trivial) that he signs. Not so with the Canada Paint Company. They will cheerfully answer all enquiries appertaining to the Paint and Varnish business. For Special Paints and Varnishes for Special Purposes, their chemists and experts are also at your disposal without charge.

¶ Write, Wire, Phone or Call in and see our Works, which have been running full time all through the late depression.

AND EVERY AGENT

for Ramsay's Paints knows that he has a great fund of profit, stored up behind the Outside Paints, made for Barns, Fences, Bridges, Roofs, &c.

RAMSAY'S PAINTS

include all kinds of paints, the best for the house, the best for the barn, the best for the decorator.

Agents everywhere ! Once again we suggest to take advantage of our numerous helps to get orders. Look out for the man who is painting and the man who ought to paint, then send us his name and we will get you the order. Hundreds of orders are reaching our agents every day through our helps.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 Paint Makers

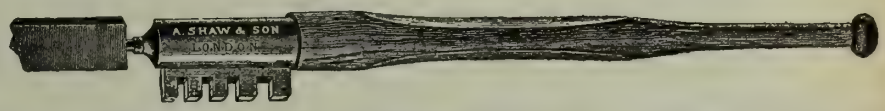
High Quality at a Moderate Price Makes

New Era Paint

a highly Profitable and Satisfactory Paint for You to Handle. Prices on Request.

Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT
Patented 1906.
BEST ON THE MARKET.
THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

Shear making "up-to-date" is found in
HEINISCH
TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.
"Best in the World"
Since 1825, and a steady increase in sales due to their superior cutting quality.
R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

ESTABLISHED IN 1796

English Varnish
For all Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

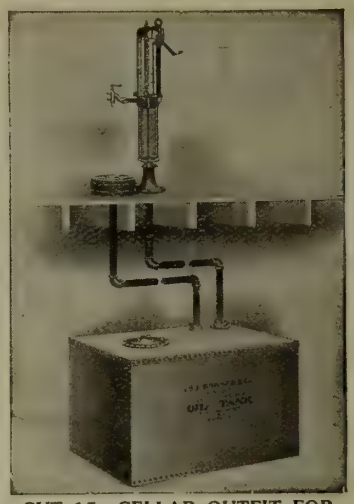
LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

You Can Double Your Profits on Oil



CUT 15.—CELLAR OUTFIT FOR NON-LUBRICANTS

The amount of money you lose with those old fashioned oil tanks eats away at least half—sometimes all—of your profits.

But you can protect your profits, double them and more, by handling your oils in Bowser Self-measuring Oil Tanks. The reason is simple: the Bowser stops EVERY kind of loss. Send for catalog V. and find out how to double your profits.

S. F. Bowser & Co.
LIMITED

66-68 Frazer Ave. - - - - Toronto

If there is one thing we like more than the other it is to explain just why

McDougall Pumps

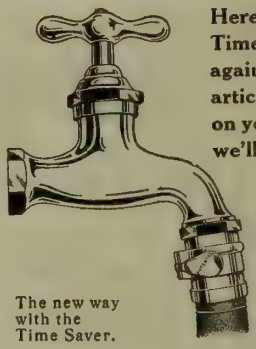
are Standard Pumps the world over.

It is simple when done, as quality, first, last and all the time, with prices right is a combination hard to beat.

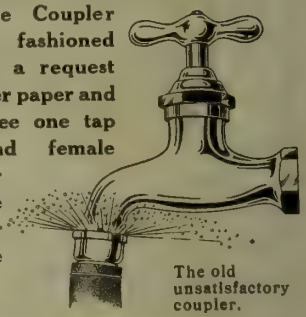
Our Catalogue Explains

The R. McDOUGALL CO.
LIMITED
Galt, Canada

Send for a Time Saver!



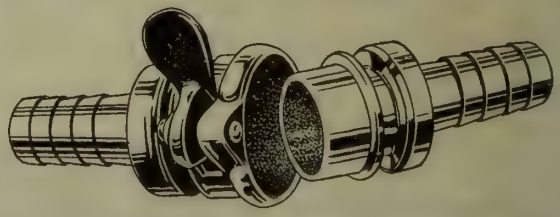
Here is a chance to test the Time-Saver Hose Coupler against the old fashioned article. Send us a request on your own letter paper and we'll send you free one tap adjuster and female section or one hose coupler complete



The new way with the Time Saver.

The old unsatisfactory coupler.

The Time-Saver Hose Coupler



will sell with surprising briskness among Hotels, Livery Stables, Cheese Factories, Breweries and every private hose-using citizen.

Made In All Standard Sizes.
Write us about it to-day.

LOOK FOR THE TIME SAVER ON ALL COUPLERS
TRADE MARK

The TIME SAVING COUPLER CO., Ltd.
166 BAY STREET, TORONTO

Tell This To The Painter !

Here is a labor-saver which will increase your trade and save the painters' time. It is a wood finish for the final coat over gloss finished work which gives the effect of a carefully rubbed finish **without any rubbing at all.**

"Flattine" Wood Finish

is its name. It is a great resister of water action and dampness. It is extremely durable, and dries hard over night. As with all our goods, you can buy "Flattine" Wood Finish in sealed cans only; but every can is full **imperial measure.**

Write us for details of our Dealer-Helping Selling Plan! It's a Winner!

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of "Elastica," "Gutta Percha," and "Flattine" Floor Finishes, and "Flattine" Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

SOLE MANUFACTURERS:

QUIBELL BROTHERS, Limited, Newark-on-Trent, England

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material? You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing—Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

May 23, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ... per lb.	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plate 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	9 00
" " 2 "	....	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	13 50
Cut lengths, round, bars, ½ to 2 in		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 60	2 65
12 gauge	2 60	2 70
14 "	2 50	2 45
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 65
26 "	2 65	2 80
28 "	2 70	2 95

CANADA PLATES.

Ordinary, 52 sheets	....	2 60
All bright "	....	3 60
Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. guage 16-20	Queen's Head 3 85	Fleur-de-Lis 3 70	Gordon Crown 3 95	Colborne Crown Gorbal's Best ....
22-24	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	....	3 70
26 " "	....	3 95
28 " " (equal to 26 English)		4 40
10¾ oz. " 28 "		4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2 "	20 00	20 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	1 90	2 00
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	....	1 95
Sleigh shoe steel	1 95	2 20
Iron finish machinery steel (domestic)	2 05	2 20
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 30
Sheet cast steel	0 15	0 15
Toe calk steel	2 45	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	....
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$33 50	$33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel— I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade— I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— X X, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 80	3 80
Bar, "	4 40	4 05
Sheets, 2½ lb. sq. ft., by roll	5 00	6 25
Sheets, 3 to 6 lb. "	4 75	6 00

Cut sheets ½c. per b., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 00	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 and 5 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass	0 10½	0 09¾
" yellow brass	0 08	0 08½
Light brass	0 05½	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02¾
Scrap zinc	0 02¼	0 02
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	13 00	14 00
Stove plate	10 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 05½	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 65 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 and 5 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	1 70
No 7 Fuller's	"	2 00
No. 4½ "	"	2 10

Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 .... 2 35
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon. Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 00	⅛ inch	2 85
¼ "	2 25	¼ "	3 05
⅜ "	2 72	⅜ "	3 57
½ "	3 68	½ "	4 83
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 50	2 "	15 12
2½ "	18 49	2½ "	24 15
3 "	24 16	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 55	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb.	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	....	0 40
2-lb. or over "	....	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French "	....	0 08
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 18
Marine black, 25 lb. irons	....	0 04½

GLUE.

Domestic sheet, in barrels	....	0 09½
French medal "	....	0 10

PARIS WHITE.

In bbls		1 00

PARIS GREEN.

Barrels	....	0 24½
25-lb. drums	....	0 25½

PIGMENTS.

Orange mineral, casks	....	0 09
" " 100-lb. kegs	....	0 09½

Clauss Brand Ladies' Scissors

FULLY WARRANTED

Our Eastern Pattern Ladies' Scissors. This is an exceptional scissor, adapted for clean-cutting work where stiffness of blade is required. Hand forged from finest steel.

Ask for Discounts

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

	Quart cans
Barn (in bbls.)	0 85 0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 09½ 0 10½
Motor Gasoline single bbls	0 18
Benzine, per gal single bbls	0 17
Turpentine, single barrels	0 64 0 65
Linseed Oil, " raw	0 52 0 54
" " boiled	0 55 0 57

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Canadian pure	5 65	5 90
No. 1 Canadian	5 40	5 65
Munro's Select Flake White	5 90	6 15
Elephant and Decorators' Pure	5 80	6 15
Tiger Pure	5 90	6 15
Essex Genuine		6 00
Brandram's B. B. Genuine	5 75	6 90
"Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 65	5 80
"Crown and Anchor," pure	5 80	5 95
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 90	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50
Genuine, 100 lb. kegs, "	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 55	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 65
No. 1 Orange, "	1 30

VARNISHES

	Per gal	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No 1		0 90
" " union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flattine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

ONTARIO AND QUEBEC.

Slater's felt per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Dry Cyclone, per roll	0 50
Tarred Cyclone	0 60
Surprise, per roll	0 40
Resin sized per roll	0 45
Dry Sheathing, per roll	0 32
Tarred " "	0 40
Heavy straw, dry & tarred, per ton	37 50
In Maritime Provinces	42 50
Carpet Felt, per 100 lbs	2 75
Tarred Felt, per 100 lb.	2 00
Pitch, Boston or Sydney, per 100 lbs	0 75
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per roll	0 90
3 " " " "	1 15
2 Ply complete, per roll	1 30
3 " "	1 50
Cement, barrels, per gal	0 15
" tins "	0 20
Coal Tar, per barrel	3 50
Coal Tar, tins, per gal	0 15
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Caps and Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	50 00	
Stable pavers, 9"x4½"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discoun 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes, per lb	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 0 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33½ per cent.

PICKS.

Per dozen	6 00	9 00

AMATITE READY ROOFING

Amatite Roofing is coated with Bitumen and Mineral Surfaced in course of manufacture.

Bitumen is the best water resisting material in existence.

Amatite Roofing is the most fire resisting Ready Roofing made.

Amatite has simply to be nailed on the roof and your work and roofing worry ends there.

Let us send you samples and further information.

THE PATERSON MANUFACTURING CO., Limited,

CANADIAN AGENTS

Toronto Montreal Winnipeg St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00
" pointing, 924x5.....	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	....	9 00
" " ¾ " .... "	....	10 00
" " ⅞ " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1¼ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.

Planter..... per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31	

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise..... 4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅝ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in. $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"O" brand, list March 2, 1908, $2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 65 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.

Drive Screws, dis. 87½ per cent.		
Bench, wood .....per doz.	3 25	
" iron ..... "	4 25	

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c.; 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

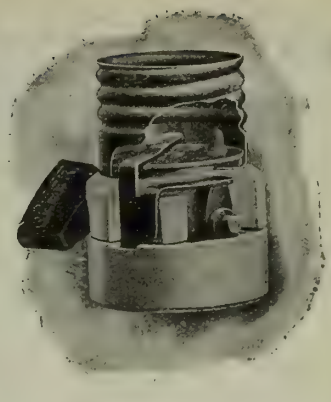
MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL



SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c.		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32
7-inch "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	1 25	
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 00
" " 3-hoop	2 65

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10
Pure Manilla		0 13½
"British" Manilla		0 11
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ½ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 09
" double		0 10
Sisal bed cord, 48 feet per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 30
" Axe "	....	0 10
Deer Creek "	....	0 10
Deerlick "	....	0 25
" Axe "	....	0 15
Lily white "	....	0 40
Arkansas "	....	1 00
Water-of-Ayr "	....	0 [illegible]
Scythe per gross	3 50	5 [illegible]
Grind, 40 to 200 lb. per ton	20 00	[illegible]
" under 40 lb., "	....	[illegible]
" 200 lb. and over	....	[illegible]

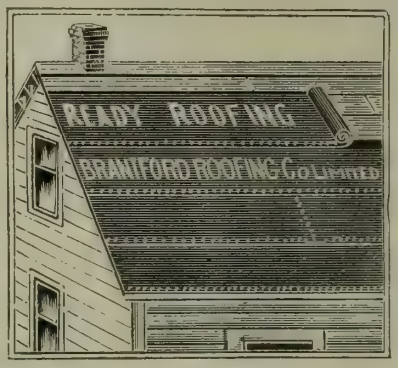
"Brantford" "Roofing"

Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sells on sight. Samples free. Our prices are right.

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.



Brantford Roofing Co. Limited

Brantford, Canada

SELLING AGENTS:
Chas. A. Sullivan, P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada. Limited { 219-221 Bank Street, Ottawa; 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co., Sherbrooke, Que.
Fleck Bros., Limited, Vancouver, B.C.
Imperial Export Co., Toronto, Ont.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B.
J. A. Bernard, QUEBEC
Cla e & Brockest, WINNIPEG
Ellis & Grogan, CALGARY
Wm. N. O'Neill & Co., VANCOUVER

"Why do I handle the 'GALT KIND'?
Because it pays me—People know what the 'Galt Kind' is."

"Galt" Corrugated Steel Sheets

Flat or Curved.
Galvanized or Painted.
All Sizes and Gauges.
Cut to fit any roof without waste.
Made from the best Corrugating Iron procurable—the Redcliffe brand.

IMMEDIATE SHIPMENTS

Write to-day for our Dealers' Proposition and put us in touch with prospective builders in your vicinity. It will pay you.

THE GALT ART METAL CO., LIMITED

GALT, - - ONTARIO

Sales and Distributing Agents:

GEN. CONTRACTORS' SUPPLY CO., Halifax, N.S.
ESTEY & CO., St. John, N.B.
W. D. BEATH & SON, Toronto, Ont.
DUNN BROS., Winnipeg and Regina.

ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING

CUTTING OFF TOOL

PLANER TOOL

DON'T BE MISLED

into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.

LEFT HAND TOOL HOLDER

RIGHT HAND TOOL HOLDER

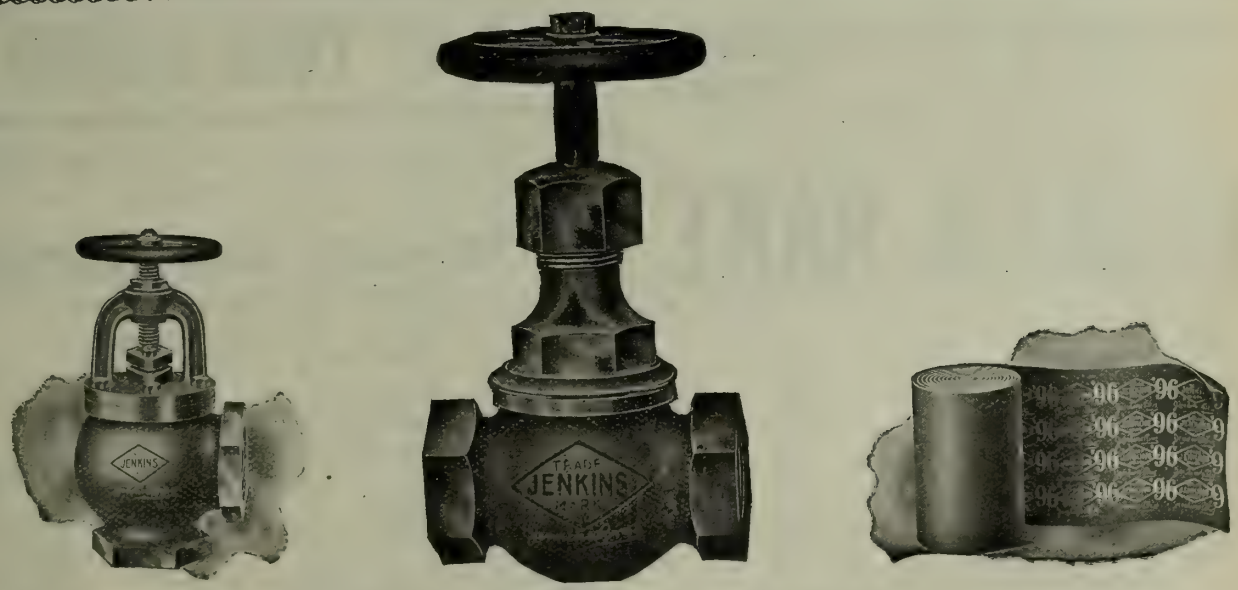
ARMSTRONG BROS TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.

STRAIGHT TOOL HOLDER

BORING TOOL



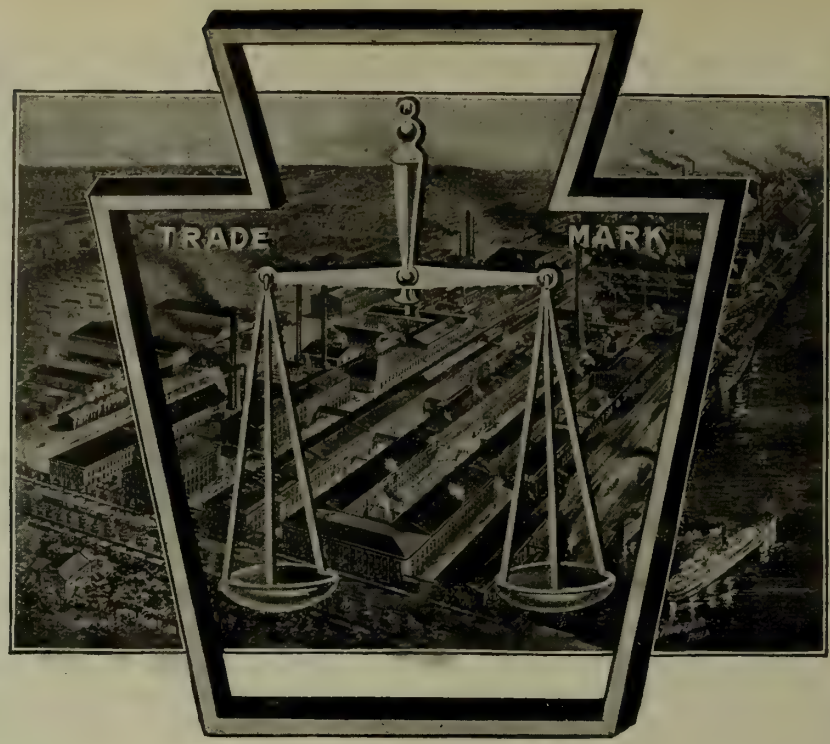
Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.

Disston Saws



The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

HENRY DISSTON & SONS, Inc., Philadephia, Pa.

YOU NEED NO ARGUMENT

TO SELL THE

EUREKA RAKE

Its construction is the best argument possible. Show an economy-loving farmer how the handle and braces are sawn in one piece; and how the handle is mortised to the head; and how clean and well-finished it is, and he'll buy without any more argument.

List and Discounts on Request

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

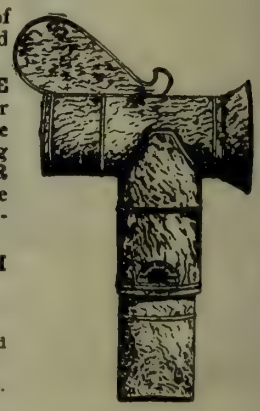
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory, if the chimney does not draw well.

But the

"ZEPHYR VENTILATOR"

will give a good draft to any chimney.



It will even allow the burning of soft coal in the stove, with good results.

WE WANT YOU TO SELL THE "ZEPHYR VENTILATOR" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **THE ZEPHYR** cannot be excelled for ventilating the rooms of **CLUBS, STEAM LAUNDRIES**, etc.

"THE ZEPHYR" MAKES HIGH CHIMNEYS UNNECESSARY.

Lachine, June 5,1903.
The J. W. Harris Co., Limited, Montreal.
Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.
Yours respectfully,
Sister Marie Pacifique, Gen. Eco.
Sisters of Ste Anne.

—MADE BY—

THE J. W. HARRIS CO. LIMITED

CONTRACTORS - MONTREAL

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

Good Tools and Modern Methods

will enable you to meet the keenest competition.
If you find your competitor is cutting under your prices, do not jump to the conclusion he is losing money; he may be using more modern tools and time-saving methods, and it is just possible he is making more money than you are. Every issue of

Plumber and Steamfitter of Canada

contains suggestions and ideas which have been tried out and found successful, and which it would pay you to adopt. New tools are described and an unprejudiced opinion given by our Editors as to the advantages to be gained by using them.

Published twice a month. Subscription price $1.00 per year. If you are a subscriber of Hardware and Metal you can secure the paper for **50c. per year.**

Plumber and Steamfitter of Canada

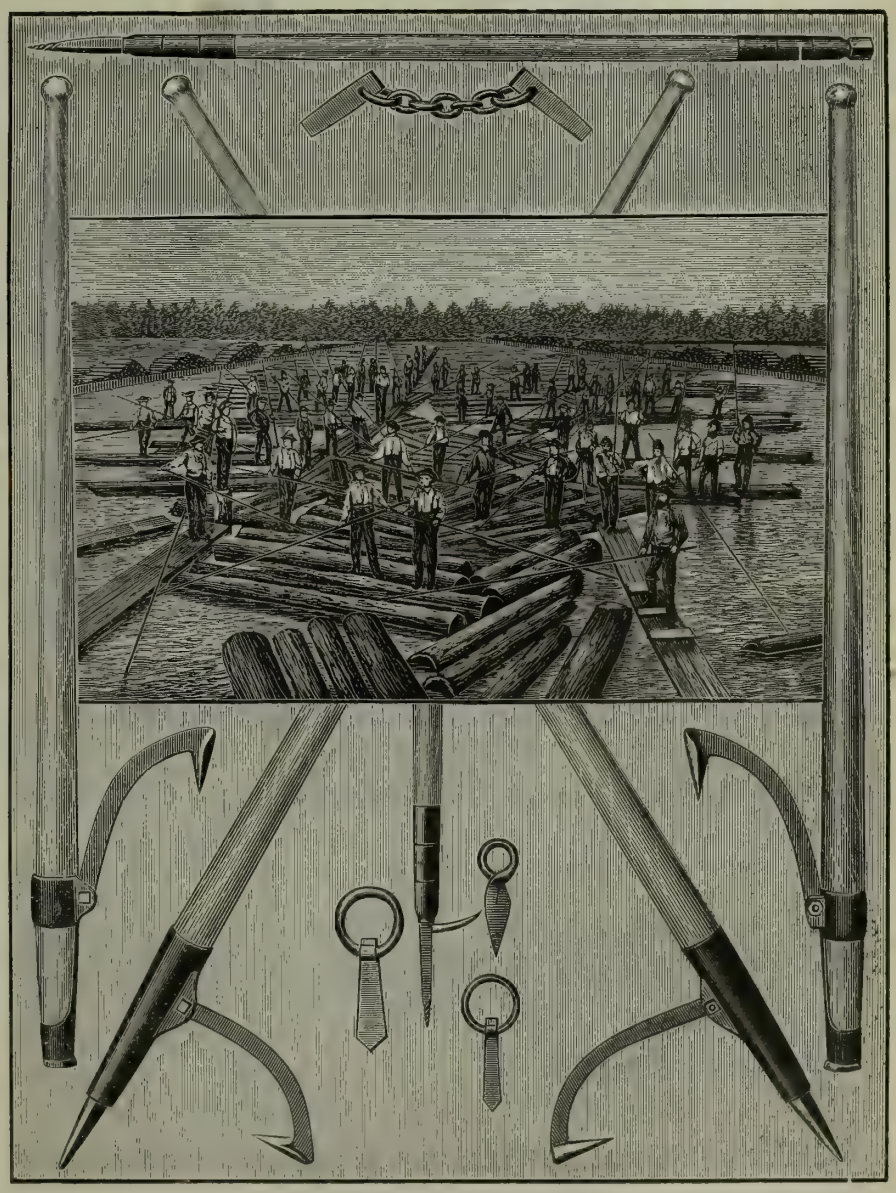
MONTREAL TORONTO WINNIPEG

Are you interested in any of the lines that are advertised ?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

Best Logging Tools are The Soo Line



MANUFACTURED BY THE

Canadian Logging Tool Co., Limited

Sault Ste. Marie, - Ontario

Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.

Home Office and Factory : INDIANAPOLIS, IND

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing ? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and prices to-day.

JUST LET THE WOMEN IN YOUR NEIGHBORHOOD KNOW

that you handle the ***"PURITAN" RE-ACTING WASHING MACHINE***—and you'll quickly see what a splendid seller it is. It is just what every woman wants. It frees her from the slavery of wash-day. It does away with the back-breaking rubbing. The washing for a good-sized family is done in an hour. A child can operate the ***"PURITAN"***—it runs so easily.

The ***"PURITAN"*** knows no seasons, but sells all the year round. Stock it and see what a steady seller and money-maker it is for you. Write for prices to dealers.

DAVID MAXWELL & SONS, ***St. Mary's, Ont.***

The present time is a time of doubtfulness. Some people state that times are hard. Others that times couldn't be better. Therefore the doubtfulness. **But why be doubtful ?** Handle our goods. There is no doubt as to their selling capacity, consumers say "without doubt they are the best ever."

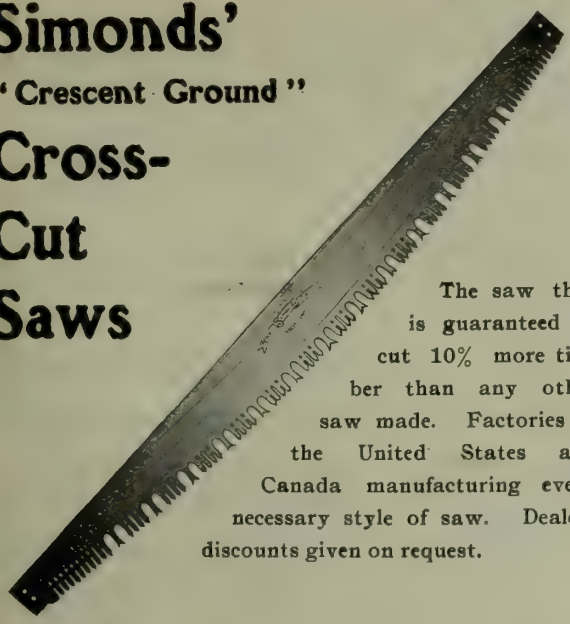
A few of our lines :—**Washing Machines, Trucks, Wheelbarrows, Drag Scrapers, Forges, Blowers, Drills and Blacksmith Machine Tools, etc.**

The LONDON FOUNDRY CO., Ltd., London, Can.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Toronto, Ont. St. John, N.B.

All Steel

"Champion" Double Acting Spring Door Hinge

Secures to the lower corner of the door with floor plate on the surface of the floor to swing the door both ways.

MATERIAL, WORKMANSHIP, SUCCESSFUL OPERATION AND SATISFACTION GUARANTEED

With first order for one dozen sets "Champion" Double Acting Spring Door Hinges we will send free a full size hinge, Antique Copper finish, for door 1⅛ to 1½ inches, mounted on a neat working model.

Patents allowed
Other Patents Pending.

For Catalogue, prices, etc., Write

The Standard Mfg. Co.
SHELBY, OHIO., U.S.A.

All the Good Points

of other carpet sweepers, and one advanced improvement not found on any of the others, are combined in the

Shirreff Carpet Sweeper

That exclusive improvement is the

CENTRAL DISCHARGE

In the Shirreff only, the dirt trays open centrewards, allowing contents to be emptied into a small vessel. All metal parts on the Shirreff are made of steel, either nickeled or enameled, making it much lighter and stronger than sweepers which have clumsy cast iron parts. Axles are in dirt-proof tubes—bearings are of frictionless metal.

Three Grades—Leader, Premier, Parlor Prince

PRICE LIST ON REQUEST

Shirreff Mfg. Co., Limited
BROCKVILLE - - - ONTARIO
ORDERS SOLICITED THROUGH THE JOBBING TRADE

THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,
Preston, Ont., Can.

Please note the address.

SWASTIKA

LONG LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

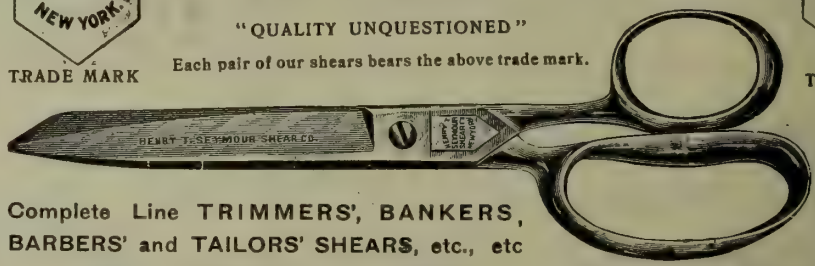
TRADE MARK

SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.



TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

A Photograph of a Bartlett

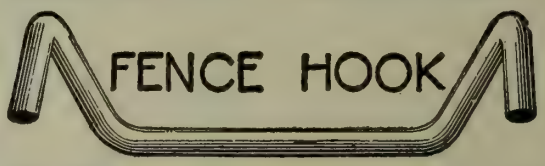
AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

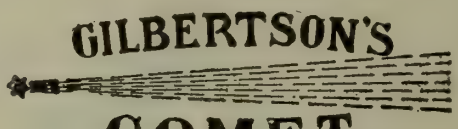
GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



COMET

Backed by a GUARANTEE

That is what we have behind COMET Brand GALVANIZED SHEETS.

Then the name GILBERTSON has been identified with all that is high grade in galvanized sheets for so many years that GILBERTSON and COMET mean safety and security. Let me tell you about it.

ALEX. GIBB, - 13 St. John St., Montreal

Sole Agent for W. GILBERTSON & CO., LTD., Pontardawe, Wales

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

A Remarkable Year

We have been in business for over a year. Our record has been one of continual growth. From 140 new claims in May 1907 we have reached to 425 in the month of April last.

Have collected $10,959.99 for our clients during the past twelve months.

We can help you as we have helped those who have supported us during our first year in business.

THE BEARDWOOD AGENCY

313 New York Life Building

MONTREAL

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

CANADIAN ORNAMENTAL IRON CO.

SPECIALTY - - - IRON FENCES.

35 YONGE ST. ARCADE.

TORONTO.

COVERT MFG. CO.

TROY, N.Y.

Chains
Halters
Horse Ties
Snaps of all kinds
Jacks

SQUARE COVERT BRAND

Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods

$ $ $ $ $ $ $ $ $ $

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.

$2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

Persons addressing advertisers will kindly mention this paper.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
American Shearer Co 11
Armstrong Bros. Tool Co 71
Atkins, E. C., & Co 74
Atlas Mfg. Co 11
Aylmer Pump & Scale Co 23

B

Baglan Bay Tin Plate Co 77
Banwell Hoxie Wire Fence Co 15
Barrett, W. L 15
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 76
B. B. Glove & Mitt Co 17
Barton Netting Co 20
Beardwood Agency 77
Belleville Hardware Co 21
Bogart, Frank 27
Boker, H. & Co. ..outside front cover, 10
Bowser, S. F., & Co., Limited 64
Brandram-Henderson, Limited 60
Brantford Screw Co 80
Brantford Roofing Co. 70
Buffalo Mfg. Co 16

C

Canada Cycle & Motor Co 24
Canada Foundry Co 12
Canada Horse Nail Co 14
Canada Paint Co 62
Canada Wire Goods Mfg. Co 12
Canadian Bronze Powder Works 63
Canadian Fairbanks Co 9
Canadian Hart Wheels Co 17
Canadian Heating & Ventilating Co 27
Canadian Ornamental Iron Co 77
Caverhill, Learmont & Co 7
Canadian Logging Tool Co 73
Carter-Crume Co 11
Cavers Bros 17
Chicago Spring Butt Co 1
Clauss Shear Co 67
Collins Mfg. Co 11
Consumers' Cordage Co 21
Covert Mfg. Co 77
Crescent Wire & Iron Works 11

D

Davey & Co 11
Davidson, Thos., Mfg. Co 8
Dieckmann, Ferdinand 53
Directory of Manufacturers 11
Disston, Henry, & Son 72
Dominion Cartridge Co 30
Dominion Wire Mfg. Co 19
Dominion Hammock Co 16
Dorken Bros. ..outside front cover
Dowswell Mfg. Co 1
Drummond-McCall 7

E

Enterprise Mfg. Co., of Akron, Ohio .. 15
Erie Specialty Co ..inside back cover

F

Fabien, C. P 21
Ford Auger Bit Co 12
Forsyth Mfg. Co 15
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co 70
Gibb, Alexander 17
Gilbertson, W., & Co 76
Greening, B., Wire Co 16
Grove Chemical Co 12
Gutta Percha & Rubber Mfg. Co ..... outside back cover
Gurney Foundry Co 25

H

Hamilton Bridge Co 20
Hanover Portland Cement Co 11
Harris, J. W., Co 72
Hassall, John 28
Heard, W. A 27
Harrington & Richardson 15
Heinisch, R., Sons Co 63
Hobbs Mfg. Co 8
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 14
Hyde, F. & Co 76

I

Imperial Varnish and Color Co 19
Independent Cordage Co 22
International Varnish Co 65

J

James & Reid 11
Jardine, A. B., & Co 77
Jenkins Bros. Tool Co 71
Johnson's, Iver, Arms and Cycle Works 57

K

Kemp Mfg. Co 30
Kerr Engine Co ..... inside back cover

L

Leslie, A. C., & Co 57
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 74
London Foundry Co 74
London Rolling Mill Co 17
Lufkin Rule Co ..inside back cover
Lysaght, John ..outside front cover

Mc

McArthur, Alex., & Co 66
McCaskill, Dougall & Co 59
McClary Mfg Co 26
McDougall, R., Co 64
McGlashan-Clarke Co., Ltd 20
McKinnon Dash & Metal Works 24

M

Mace, A H 12
Manitoba Iron Works Co 53
Manufacturers List Co 11
Maple City Mfg. Co 14
Maxwell, David & Sons 74
Martin-Senour Co 61
Metallic Roofing Co 55
Metal Shingle and Siding Co 70
Montreal Rolling Mills Co 57
Moore, Benjamin, & Co 61
Morrison, James, Brass Mfg. Co 29
Munderloh & Co 69

N

National Hardware Co 22
Nelson, H. W., & Co 23
Newman, W., & Sons 11
Nicholson File Co 79
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 77

O

Oakey, John, & Sons 77
Ontario Lantern & Lamp Co 28
Ontario Tack Co 57
Ontario Wind Engine and Pump Co 11
Orford Copper Co 77
Oshawa Steam & Gas Fittings Co 12
Otterville Mfg. Co 12
Owen Sound Wire Fence Co 14

P

Palmer, I. E, Co 19
Parker Wire Goods Co 11
Parmenter & Bullock Co 11
Paterson Mfg. Co 68
Penberthy Injector Co 31
Pearson, Geo D. & Co 21
Pease Foundry Co 53
Pelton, Godfrey S 63
Peterborough Lock Co 21
Pink, Thos 2
Plymouth Cordage Co 22
Pringle, R. E. T 22

Q

Quibell Bros 65

R

Ramsay, A., & Son Co 63
Rapid Tool Co 14
Richardson, J. E 77
Robertson, James Co 76
Ross Rifle Co 80

S

Salyerds, E. B 75
Samuel, M. & L., Benjamin, & Co 2
Seymour, Henry T., Shear Co 76
Sharratt & Newth 28
Sherwin-Williams Co 55
Shirreff Mfg. Co 75
Simonds Mfg. Co 73
Simonds Canada Saw Co 75
Smart, Jas, Mfg. Co 27
Standard Mfg. Co 71
Stairs, Son & Morrow 79
Standard Chain Co 18
Standard Paint and Varnish Works 63
Steel Trough & Machine Co 11
Still, J. H., Mfg 72

T

Taylor-Forbes Co. ..outside front cover 11
Thompson, B. & S. H., Co ..... outside back cover
Time Saving Coupler Co 64
Toronto Plate Glass Importing Co 10

U

United Roofing and Mfg. Co 13
United States Coin Lock Co 17
United States Steel Products Co 29

W

Want Ads 51
Western Wire & Nail Co 76
White Mop Wringer Co ..inside back cover
Whitman & Barnes 18
Wilkinson, Heywood & Clark 64
Woodstock Wagon & Mfg. Co 10
Wood-Vallance & Co 3
Wright, E. T., & Co 13

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd., Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Acme Can Works, Montreal.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Glue.
The Grove Chemical Co., Ltd., Appley Bridge, Wigan, Lancs, Eng.
Quibell Bros., Ltd., Newark-on-Trent, England.

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd ,Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette Street, New York.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.
Canadian Ornamental Iron Co., Toronto

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd ,Montreal
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston. Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers.
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Hassall, Jno., 183 Lafayette Street, New York.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co. Montreal
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Bowes, Jamieson Co., Hamilton, Ont.
Davidson, Thos., Mfg. Co., Montreal
Clare Bros., Preston, Ont.
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph. Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.
Meaford Wheelbarrow Co., Meaford, Ont

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co , Montreal.
Stairs Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

BRANTFORD SCREW CO.

LIMITED

BRANTFORD

MAKERS OF BOLTS AND SCREWS OF SUPERIOR QUALITY

LET US QUOTE YOU

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

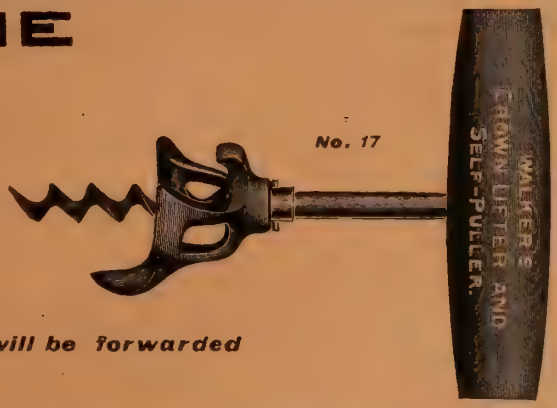
Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

NOW IS THE TIME

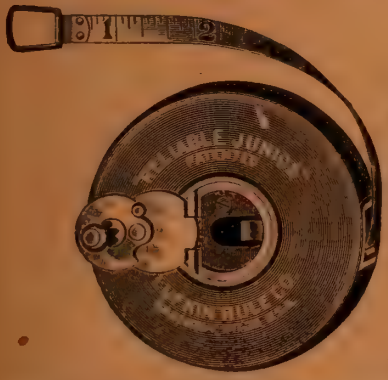
for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—[illegible] Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868 Inc. 1885.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"It holds, where others fail"

We want you to try

Sheet and Spiral Packing

Long Fibre Asbestos and Rubber

—Perfectly combined—

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver.

IN STORE AND ARRIVING BY FIRST STEAMERS:

"F. B. & W." Dry White Lead
" Genuine Red Lead
" Orange Mineral
" Ground Litharge
" Flake Litharge
Reduced Red Lead
"V.M." Zinc Oxides
Nitrate of Lead

We can quote you lowest prices, and shall be pleased to have your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company.

10 Front St. E., Toronto, Canada

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, MAY 30, 1908 NO. 22.

POCKET KNIVES

H. BOKER & Cos

IMPROVED

TREE BRAND

TRADE MARK

RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses

The EXTRA COATING

—on—

"QUEEN'S HEAD"

enables it to withstand SEVERE EXPOSURE.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

ARE YOU SELLING LAWN MOWERS?

That is, are you selling as many as you ought to be? The men who are handling Taylor-Forbes' lawn mowers are doing a brisk business, because

Reputation Counts!

The name "Taylor-Forbes" signifies lawn mowers made of the very highest grade material, with the acme of perfection in workmanship. Why risk losing good customers by handling inferior mowers when the Taylor-Forbes' unrivalled assortment is at your disposal?

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, - GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West. ST. JOHN, N.B., H. G. Rogers, Agent.

VICTORIA B.C., J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

Every Requisite for Fishing

The Celebrated Bristol Steel Rod

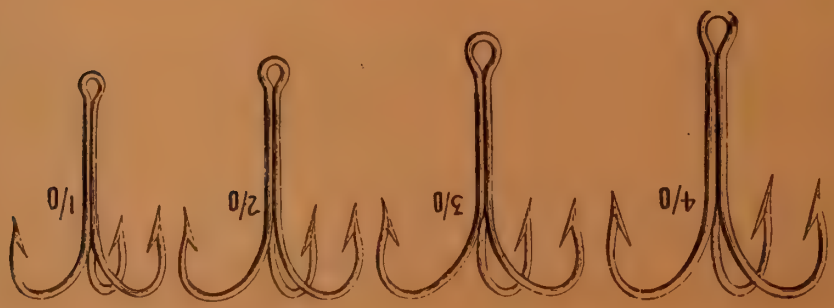
Light - Pliant - Graceful

Yet strong and dependable

Trout Lines of all kinds

Lines, linen and silk
Landing Nets
Folding Baskets
Phantom Minnows

Tents, Canoes,
Campers' Supplies
Cooking Outfits
Camp Cots
Hammocks
Etc., Etc.



RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

Something You Ought to Be Selling

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

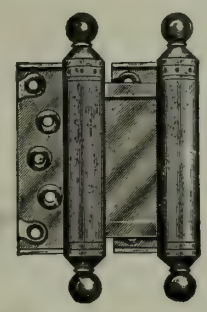
The Dowswell Mfg. Co., Ltd.
HAMILTON, ONT.
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

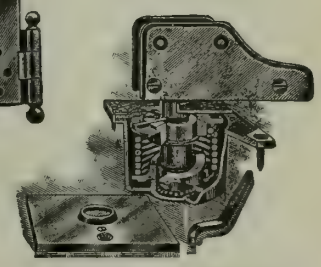
TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE

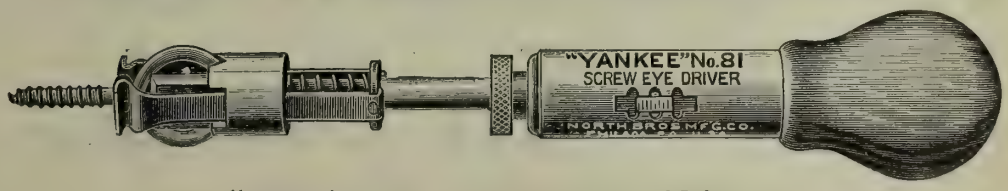
Chicago Spring Butt Company
CHICAGO NEW YORK
CATALOGUES ON REQUEST

"YANKEE TOOLS"

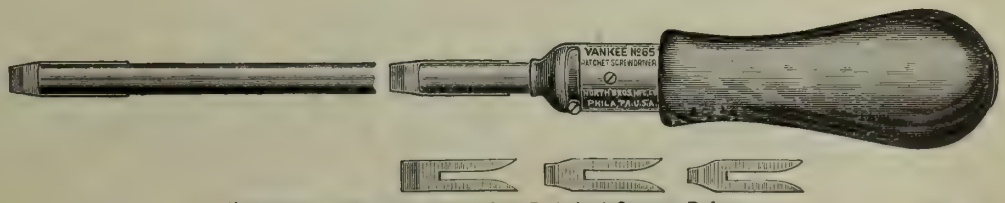
SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE

"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

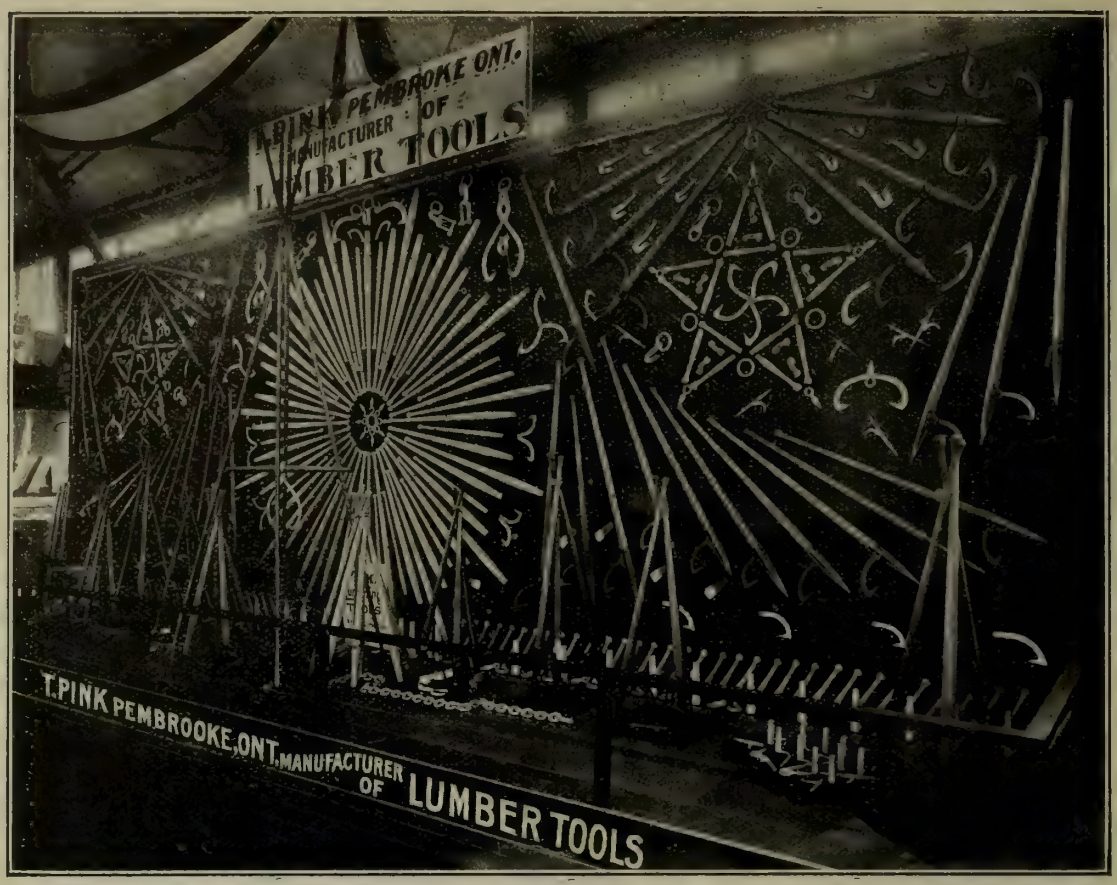


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Galvanized Sheets

Standard Brands In Stock.

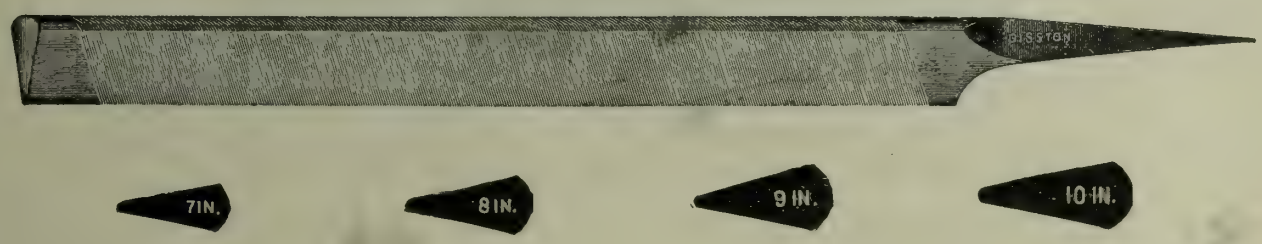
Write for Prices.

M. & L. Samuel, Benjamin & Co.

Toronto, Ontario **London, England**

Disston's Files

Great American Cross-cut Saw Files



This Pattern File was designed for sharpening Cross-cut Saws, and it is much the same shape of a knife file. It has the two sides like an ordinary mill file, and the back has a round edge, wherever they have been used you cannot sell anything else for this purpose, and if you have never stocked them we recommend that you do so at once.

This Pattern File takes the place of both the taper and the regular mill file, and does the work better.

WE STOCK THESE IN FOUR SIZES AS ILLUSTRATED ABOVE

Every File stamped "DISSTON" is warranted as perfect as a file can be made, and is guaranteed to be made of best crucible steel. Each file is carefully inspected and thoroughly proved before leaving the factory

We will sell you a first-class File at the same price as you pay for inferior grades.

We will accept your orders now for shipment up to Sept. 1st.

LEWIS BROS., Limited

Address all Correspondence to MONTREAL

TORONTO OTTAWA CALGARY VANCOUVER

Babbitt Metal

HOYT'S Faultless A.—No. 1, 2, 3, 4.
SPOONER'S COPPERINE—Finest. No. 1, 2.

The above two makes of babbitt offer every quality an engineer could possibly want—if you want the best babbitt send your next order to us and we will guarantee satisfaction.

Babbitt Ladles

Cast Bowl, with wrought iron handle.
Size 1 quart, will hold about 25 lbs. ***Size 2 quart, will hold about 50 lbs.***

Dixon's Graphite

The Perfect Lubricator.
1-lb. tins. 5-lb. tins. 10-lb. tins.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

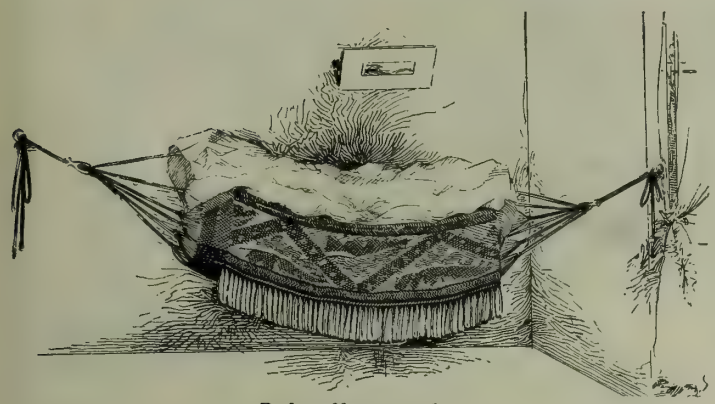
HARDWARE MERCHANTS

Only Wholesale

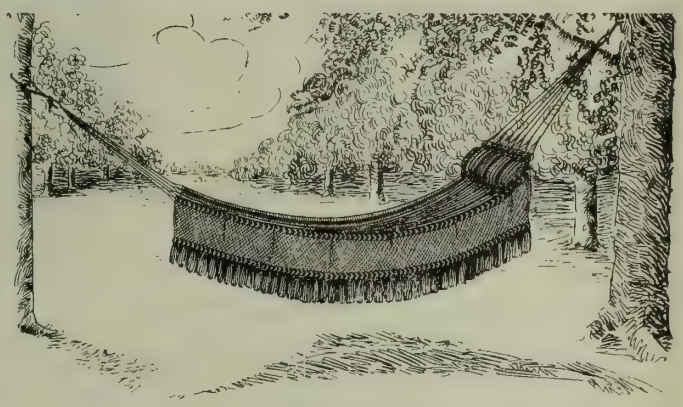
138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

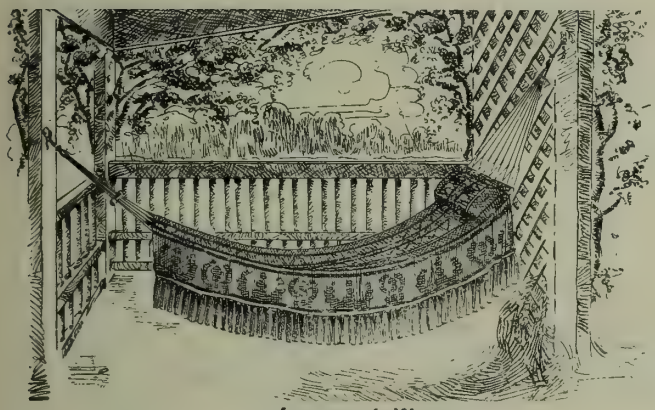
Hammocks



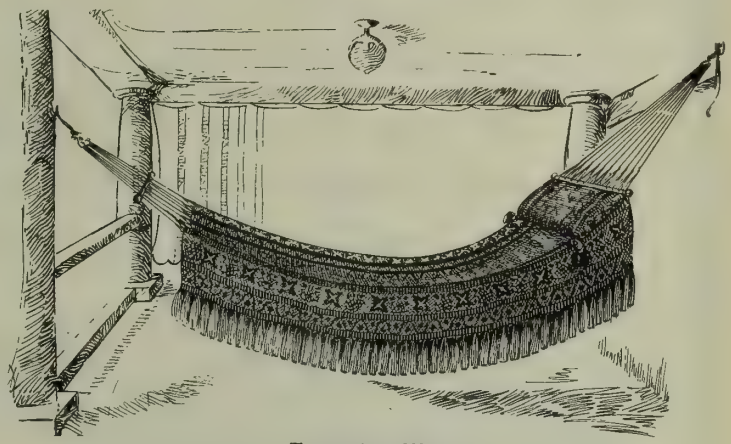
Baby Hammocks
Jacquard Weave



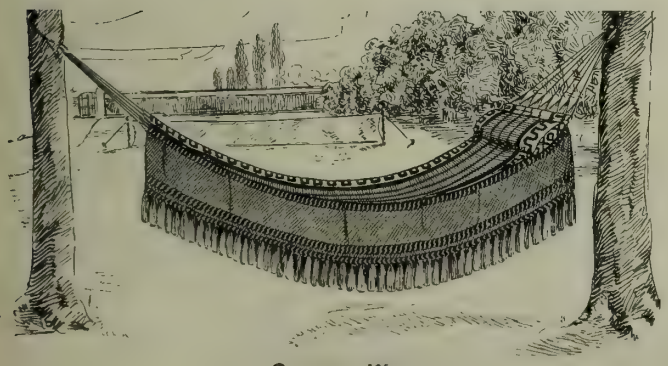
Corded Weave
Size, 33 x 74 inches



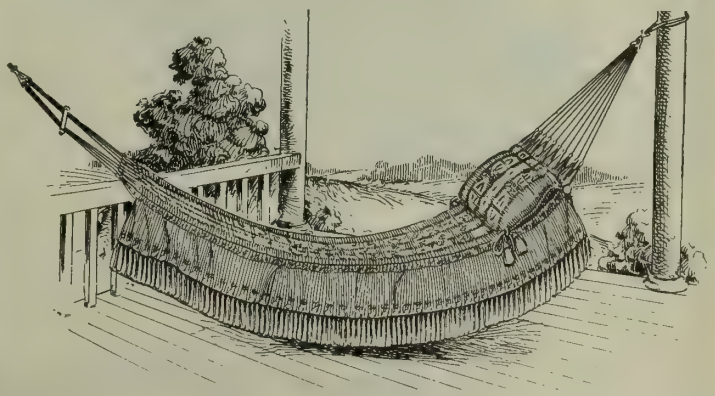
Jacquard Weave
Size, 35 x 78 inches



Tapestry Weave
Size, 40 x 86 inches



Canvas Weave
Size, 35 x 78 inches



Tapestry Weave
Size, 40 x 86 inches

In Ordering Hammocks Do Not Overlook Hammock Chains

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory: Dufferin Street, Toronto, Ont.

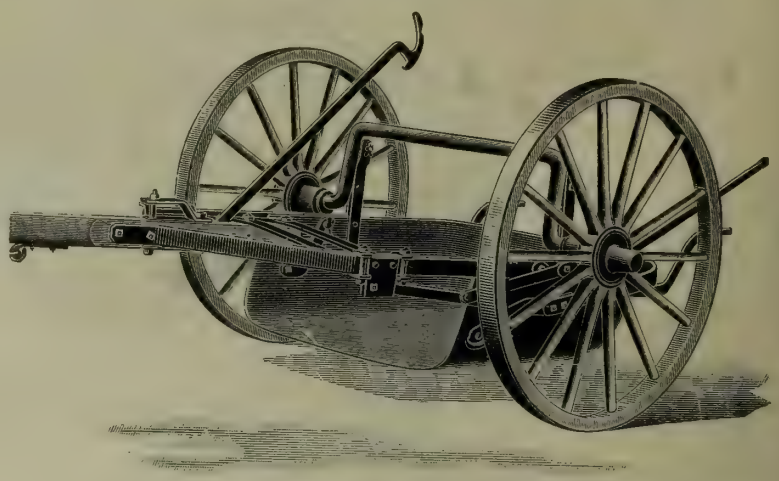
Drag and Wheel Scrapers

Two Sizes

No. 20, capacity 13 cubic feet.

No. 30, capacity 17 cubic feet.

They are easily dumped by one man by a slight raising of the lever, the team doing the rest.



Pressed Bowl Wheel Scraper

If you receive an inquiry for these don't say you cannot supply, but write us. We will be glad to quote prices and furnish illustrations.

Solid Steel Drag Scrapers
With or without runners

Without Runners

No. 1, capacity 7 cubic feet.

No. 2, capacity 5 cubic feet.

With Runners

No. 11, capacity 7 cubic feet.

No. 12, capacity 5 cubic feet.

Ask our travellers to quote or write direct

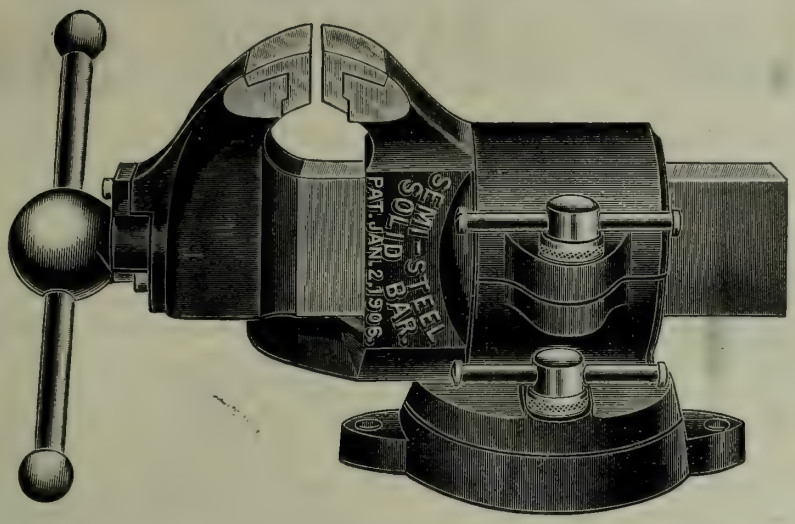
FROTHINGHAM & WORKMAN, Ltd.

F.&W.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

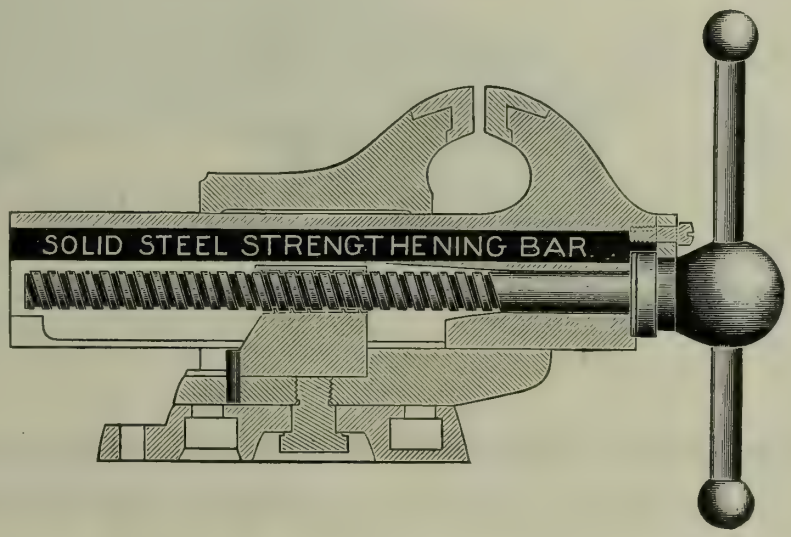
F.&W.



No. 429

is a new Parker vise with double swivel feature. It is the only double swivel vise with two swivels, each of which can be adjusted separately after the work is gripped by the jaws. The jaw faces are made from the best tool steel and are renewable and removable at any time during the life of the vise. It has also the Parker solid steel bar slide strengthener, which is a solid bar cast and welded into the slide making it practically unbreakable.

No. 429 is particularly adapted for the use of toolmakers and is made with jaws 3¼, 3¾ and 4¼ inches wide.



We have a large line of Parker vises always in stock. We will send you a catalog of the complete line if you wish one. They are the best vises made and sell readily.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street, QUEBEC. FRASERVILLE.

A Wonderful Culinary Invention

SCOTT'S PATENT ROASTING PAN

Revolutionizes the Question of Cooking

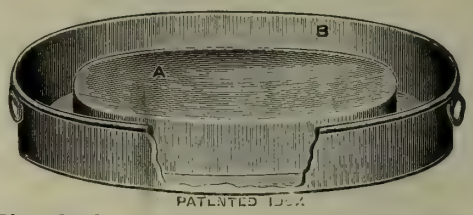
The invention is simplicity itself—and wherever used, either in palatial club or the humblest household, the results are the same—a point of interest to every housewife, is the saving of meat in the process of roasting, as here shown, which alone warrants its adoption in every kitchen, viz.:

Beef Cooked by Old Method

Weight of Beef	6 lb. 10 oz.
Weight after Cooking	5 lb. 10 oz.
Loss	1 lb. 0 oz.

Beef Cooked in Scott's Patent Pan

Weight of Beef	7 lb. 2 oz.
Weight after Roasting	6 lb. 13 oz.
Loss	0 lb. 5 oz.



The Main Features of the Pan are as Follows:

1. Absolutely no burning.
2. No smell during cooking.
3. No waste.
4. No watching.
5. No basting.
6. No dirty burned fat to clean from pan
7. 25 per cent. less gas or coal used.
8. It is pressed from one piece of metal and has no cover.
9. The fat is separated from the juices of the meat and clarified in the water space.

Roast of Pork (old way)

Weight before Roasting	4 lb. 8 oz.
After Roasting	3 lb. 4 oz.
Loss	1 lb. 4 oz.

Roast of Pork (Scott's Patent Pan)

Weight before Roasting	4 lb. 8 oz.
After Roasting	4 lb. 6 oz.
Loss	0 lb. 2 oz.

The result here given is sufficient evidence that there is as much difference in the old roasting pan and Scott's Patent Roasting Pan, as in a comparison of the old horse car vs. trolley car.

The Highest Endorsation

MR. PERCY SCOTT:

I duly received the sample of your Patent Roasting Pan, also a letter from the Davidson Mfg. Co., asking my opinion of the article.

On Saturday last I tested your pan with an 18 pound Ribs of Beef, and I must admit that your Roasting Pan is simply all you claim for it, and more.

Allow me, Mr. Scott, to congratulate you most highly on your invention, for which I predict the greatest success, as every lady will have one in her household, owing to the fact that all smell is done away with and the best results assured, all of which I personally endorse.

Yours most respectfully,

(Signed) H. SCHNEIDER,
Chef St. James' Club Cuisine,
Montreal.

This illustration shows at a glance the construction of the pan, which is stamped out of one piece of metal—has no seams whatever, and after usage is as easy to clean as the ordinary soup plate—which is a revelation to the user of the old-fashioned pan.

Made in three sizes in black steel and colonial enamel ware.

Nos.	1	2	3
Inches	15 x 13½	17½ x 14½	19 x 17½

Instructions

The operating is simplicity itself. Place the joint, fowl or fish on central raised portion, place pan on floor of oven, fill circular space almost full of water, shut oven door and do not open until joint is finished.

Should much gravy be required, about fifteen minutes before taking out joint add a cup of water to raised portion.

This pan has no cover, it does not steam the joints or burn them as the covered article invariably does, but it roasts and browns everything to perfection.

Whatever you roast in this simple pan will be found sweeter, more juicy and much more tender than is possible to attain on the old-fashioned and covered pans.

The THOS. DAVIDSON M'F'G CO., Ltd., Montreal and Winnipeg

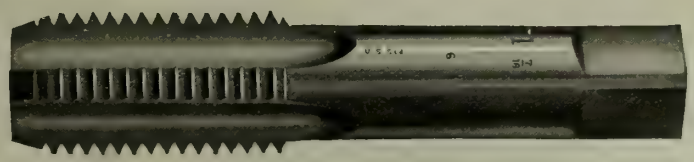
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



A PROPOSITION

¶ We are offering a few live dealers selling agencies for the

PRATT AND WHITNEY SMALL TOOLS

¶ We propose to advertise for these dealers and help them sell such tools as are kept in stock.

¶ We further propose to supply catalogues and circulars.

¶ PRATT AND WHITNEY SMALL TOOLS are recognized as the standard for all others. . . . . They will add to your reputation as a high-class dealer. . . . . The best shops demand and use these tools.

¶ You will be known by the goods you carry. . . . . Why not carry the best ? . . . . . They cost no more. . . . . Write for details to-day.

PRATT AND WHITNEY SMALL TOOLS

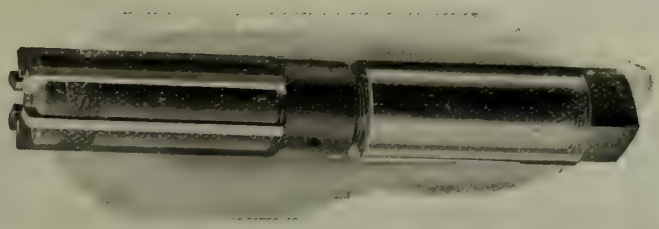
MADE IN CANADA

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

Toronto St. John Winnipeg Calgary Vancouver

—DISTRIBUTORS—



Made in Canada.

AGENTS WANTED IMMEDIATELY

For the new

"BUSTER BROWN"

line of first-class

Canadian made Children's Express Wagons

also suitable for light carting and other purposes.

NOTE THE FOLLOWING FEATURES:

1. Strongly made from selected stock.
2. Tight Springboard Bottom 14¼ in. x 36 in.
3. Removable skeleton Express Box.
4. 1⅛ in. x 2¼ in. first-class Hard Maple Axles.
5. Extra heavy 8 inch wheels with special pattern Iron Hubs; ⅝ in. Spokes; ½ in. x ¼ in. Rims bent in one piece; ⅞ in. x ¾ in. tires. Tires set on Hydraulic Tire Setter.
6. Oil Chambers in Hubs help to retain oil or grease and keep wheels cleaner. Require less attention.
7. Heavy Perfect Steering Mechanism. Note special pole connection: no wear on the wood.
8. Iron Braces on front and rear axles.
9. Equipped with Brake.
10. Attractively finished. Box and gearing in the natural wood with red and green trimming; wheels red.

This is really a first-class article, made of identically the same classes of materials as our regular line of Farm and Freight Wagon, etc, where strength and endurance are the prime factors, and finds ready sale throughout the Dominion. The durable article is becoming more popular every day and extensive sales have been made in many places with a good margin of profit.

Packed 1-3 dozen in crate, K.D. Weight, 25 lbs., each. Prices and terms on application to

The Woodstock Wagon and Manufacturing Co. Ltd.,

WOODSTOCK, ONT.

Watch for special announcements in succeeding issues.

STANDARD STICK---PASTE---SALTS---FLUID

IF YOU USE SOLDERING MATERIAL, WHY NOT USE THE BEST

"STANDARD" material is A GOOD BIT BETTER THAN ANY OTHER

Insist on "STANDARD"
SOLDERING STICK
SOLDERING PASTE

NO ACID
NON - CORROSIVE
GET IT TRY IT—YOU'LL ALWAYS BUY IT

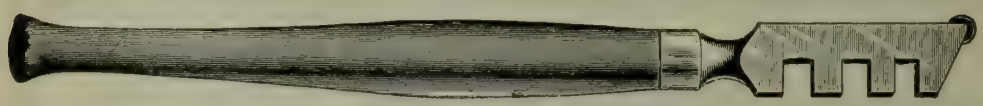
IT DOES THE WORK
SOLDERING FLUID
SOLDERING SALT

SEND FOR CATALOGUE

THE R. E. T. PRINGLE COMPANY, Limited

MONTREAL, QUE. ***WINNIPEG, MAN.***

USED ALL OVER THE WORLD Cut shows No. 2. WE HAVE MANY STYLES.



BARRETT'S STANDARD GLASS CUTTERS

Sold by All Progressive Hardware Merchants. Send for prices **W. L. BARRETT,** Mfr., Bristol, Conn., U.S.A.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

A GOOD BUYER Knows a lot, HE'S GOT TO. but there are a thousand articles MADE IN CANADA that he doesn't know of, but can learn about, from the Canadian Industrial Blue Book, Buyer's Guide.

Big discount on present book to the trade.

THE MANUFACTURERS' LIST CO., TORONTO, CANADA

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

FIRE ESCAPES.

James & Reid Improved Folding Fire Escape and Roof Ladder.

Reasonable in price and of simple construction. Made of 3/8 round, high-grade steel. Sections and hooks 12 inches long.

Write for further particulars.

JAMES & REID, Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all kinds. Send sample for estimate.

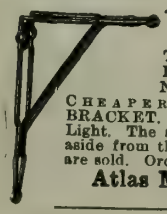
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

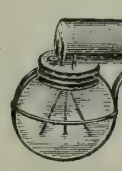
SHIP SIGNAL LAMPS

Davey's Patent Windproof Ship Signal Lamps

Ship, Yacht and Boat Fittings of all kinds.

DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

SPRAYERS.



The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin. Manufactured by

THE COLLINS MFG. CO., - TORONTO

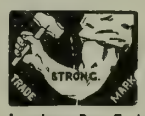
TANKS.

Steel Tanks
All Kinds
Stock Tanks
Steel Cheese Vats, Thresher's Tanks, Water Troughs, Feed Cookers,

AGENTS WANTED
SELL OUR
ALL STEEL HOG TROUGHS
THE
STEEL TROUGH and MACHINE CO. Limited
TWEED, ONT.

Grain Boxes, Coal Chutes, Smokestacks.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

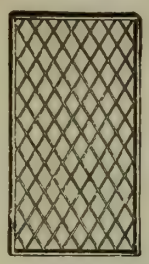
Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening. Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

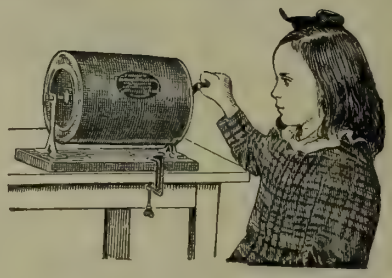
FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Corn and Bean Planters

King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

ICE CREAM FREEZERS



Twice as quick as any other machine with half the ice.

NO DIRT
NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.,
746 Notre Dame St. West, - MONTREAL

If You Sell Fittings

it will pay you best to sell the most reliable brand on the market. That is

"Diamond" Brand

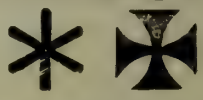
They are absolutely perfect in material, in threading, and in finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



James Hutton & Company
Montreal

Sole Agents for Canada.

ELECTRIC FAN MOTORS

FOR

Direct or Alternating Circuits

are a good side line for hot weather.

Write for Catalogue and trade prices.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Pflueger's Fishing Tackle

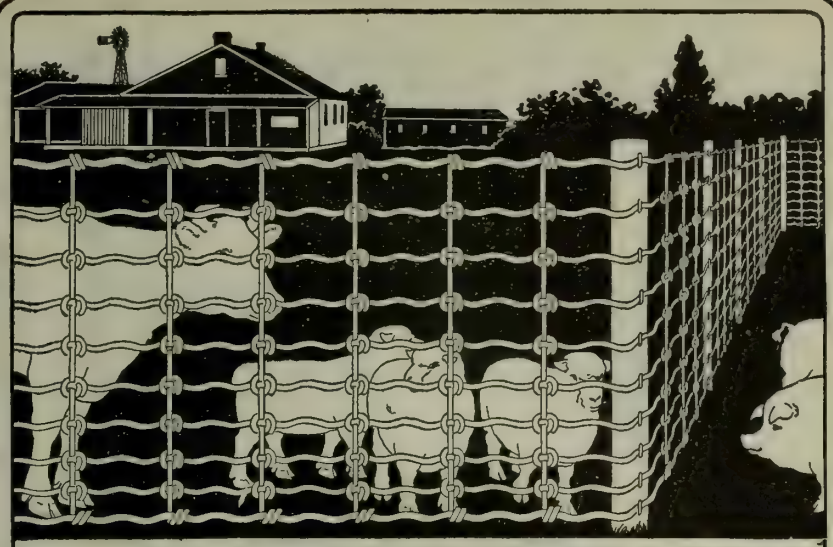
Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.



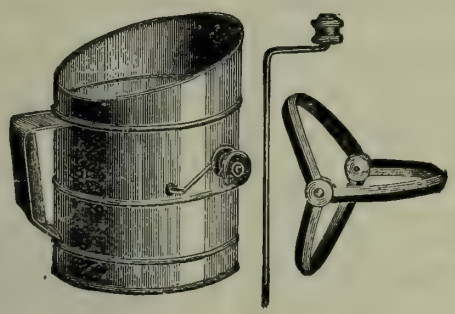
THE FENCE THAT'S A FAVORITE

The fence that farmers buy is the fence that it pays dealers to handle. They soon find out the dealers who carry the kind of fencing that best suits their needs. That's why

Peerless Woven Wire Fence

should be carried in stock by all enterprising dealers. It has elastic and resistive qualities peculiar to itself which make it A 1 fence material and a money maker for dealers. Write and ask us and we will tell you why. Terms and prices on application

The Banwell Hoxie Wire Fence Co. Ltd.
Dept. J, Hamilton, Ont.
Winnipeg, Manitoba.



Victor Sifter

Ask your dealer for the genuine Victor Sifter. Don't accept any cheap ***imitation.*** Every Sifter embossed "Victor" on front.

E. T. WRIGHT & CO., - Hamilton
Sole Manufacturers

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

The Howland Pump Oiler

FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

Hard Usage Resisted

The ordinarily constructed wire fence enclosing cattle, no matter how good the quality of the strand wires, very soon breaks up under the hard usage it gets. But the flexibility of the

"DILLON"

Hinge-Stay Field Fence

is its salvation. Its "give" breaks the force of lunging cattle and positively prevents the wires from bending or breaking.

SEND FOR CATALOGUE

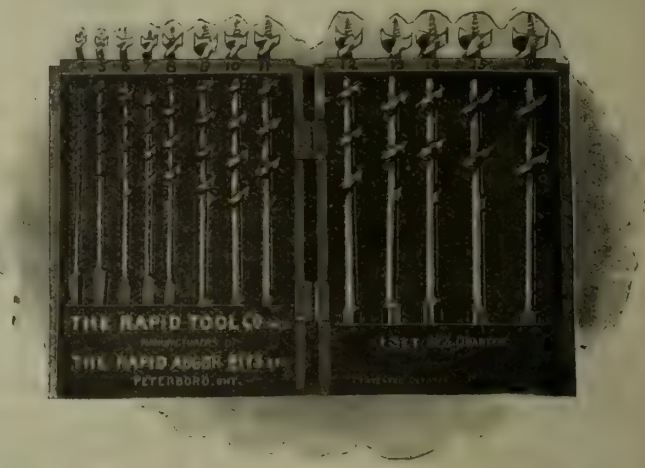
THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberomble Hardware Co., Vancouver

Are You Handling

Rapid Auger Bits?



All our Auger Bits are made with our double thread patent screw, specially constructed double cutting extension lip and our patent Guide Point. They are unquestionably the cleanest and fastest cutters on the market.

Write To-day for Price List.

The Rapid Tool Co., Limited

Peterborough - Ont.

WE MANUFACTURE

SOLDER AND BABBITT

LEAD PIPE, TRAPS AND BENDS

Also Headquarters For

INGOT

METALS

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER AND ALUMINUM.

THE CANADA METAL CO., LIMITED

TORONTO

Cistern Pumps

How many new houses are being built in your district? Every new house requires a Cistern Pump. Be prepared by having some of the best in stock.

Try our Fig. 203 and you will handle no other.

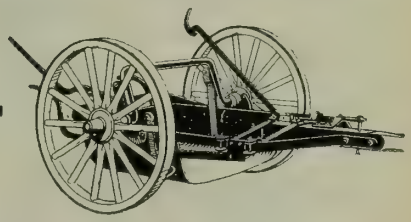
Write for Catalogue and Prices.

AYLMER PUMP & SCALE COMPANY, Ltd.

Successors to

AYLMER IRON WORKS COMPANY, Ltd.

Aylmer, Ontario



The Meaford Wheelbarrow Co., Limited

MEAFORD, - ONT.

Manufacturers of Pressed Steel Drag Scrapers, Square Box and Pressed Bowl Wheel Scrapers. Wheelbarrows all styles in Wood and Steel for Gardens, Railroad, Brickmakers, Stone Quarry and Foundries, Warehouse Trucks, Store Trucks, Platform and Factory Trucks, Baggage Trucks and Express Wagons.

Write for new catalogue and prices.

SELLING AGENTS:

For Quebec and Maritime Provinces:
Alexander Gibb, 13 St. John Street, Montreal

For Manitoba, Saskatchewan and Alberta
Bisset & Loucks, 151 Notre Dame Street, Winnipeg

For British Columbia:
John Burns, 313 Water Street, Vancouver

KEEP UP-TO-DATE

New Lines That Make Money for Wide-awake Dealers

"Shrp-Shavr" Safety Razor

to retail at

25 Cents

A razor at less than the price of two shaves.

Perfect Frame

Hand-Honed Blade

giving four to six satisfactory shaves. Cannot be beat at any price. Extra blades in packages of five, to retail at 25c. Stroppers to retail at 10c.

Show cards and streamers packed with each dozen.

Write for trade prices, allowing a liberal profit to jobber and retailer.

"Polar Star" Freezers

Simplest, Quickest, Most Sanitary, and Cheapest in the world.

Absolutely Pure Ice Cream made in the home with very little labor in less than 5 minutes.

Complete recipe book with each freezer.

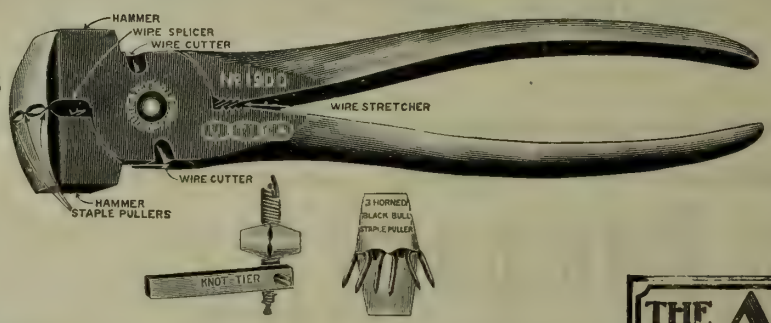
1 1-5 Qt. to retail at 75c.

2 2-5 Qts. to retail at $1.00

Write for trade prices, allowing a liberal profit to jobber and retailer.

"Utica" Pliers and Nippers

The Recognized Standard



See the New

"RAINBOW"

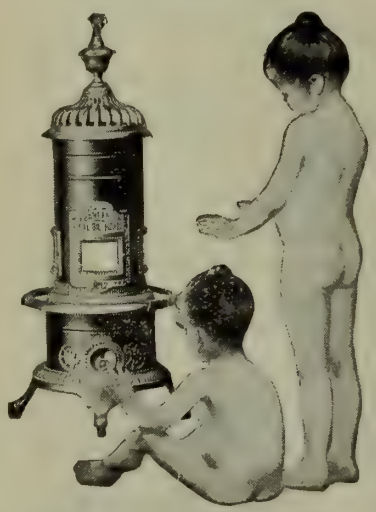
Rustless Finish.

Every Tool Warranted.

Barler's "Ideal" Oil Heaters

One quality in 15 different styles.

Without Smoke or Odor.



CANADIAN HEADQUARTERS FOR:

Smith & Hemenway Co.'s

"Giant" Nail Pullers, "Elmore" Screwdrivers, "Divine" Water Motors, "Red Devil" Glass Cutters, Seam Rollers, Putty Knives and Scrapers, "Red Devil" Hacksaw Blades, "Snow" and "Red Devil" Nail Clippers, "Liana Borasic" Razors, "Ives" Augers, Auger Bits, Expansive Bits, Boring Machines, Braces, etc.

American Wringer Co.'s

"Horse Shoe" Brand Wringers, Mangles, etc., etc.

H. H. Compton Shear Co.'s

Shears, Trimmers, Scissors, Button-hole Cutters, Tinners' Snips, etc.

W. R. B. LESLIE, 6 St. Sacrament Street, MONTREAL, QUE.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

INCANDESCENT

LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

ADDRESS

ST. ARNAUD FRERES
Cor. St. Sulpice and Commissioners Sts.
Montreal, P.Q.

Auto Spray

Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes

CAVERS BROS., GALT. ONT.

Sole Agents for the Dominion

Persons addressing advertisers will kindly mention this paper.

No Customs Bother====No Duty

to pay when you buy our line of

EMERY AND CORUNDUM

Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones etc.

In quality and attractiveness of appearance our goods are positively second to none. Our prices will bear comparison with any.

Write To-day for our Catalogue.

Canadian Hart Wheels, Limited
Hamilton, Canada

BAR IRON

which leaves nothing to be desired as to quality is the only bar iron worth your while selling. That is LONDON BAR IRON. It is chemically perfect and properly rolled. Your customers will appreciate your business sagacity if you sell them only LONDON BAR IRON. Let us have a trial order, anyway.

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

ANNOUNCEMENT

TRADE MARK

We beg to advise that our recent fire will not prevent us from giving prompt and careful attention to all orders sent us and we trust we may hear from all our customers and friends with their orders and inquiries as usual.

TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office,
ST. CATHARINES, ONT.

HAMMERS HAMMERS HAMMERS

Setting Hammer (Ordinary)

Rivetting Hammers

Setting Hammers

Eavetrough Hammers

Rivetting Hammer

Raising Hammers

Planishing Hammers

Flanging Hammers

Setting Hammer (Style B)

We make the above styles in all sizes. They are made of the best cast steel. None better. Write for prices.

The Brown, Boggs Co., Limited - - Hamilton, Ont.

Manufacturers of Tinsmiths' Tools, Presses and Dies, Canning Machinery

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

Manufacturers of

Iron and Steel Wire,
Barb Wire,
Galvanized Wire,
Coiled Spring Fencing,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Cotters,
Tin Wire Barrel Hoops,
Strand Wire.

Rush along your specifications for

WIRE NAILS, WOOD SCREWS

Don't wait until you need the goods, but look ahead a few days and give us a fair show, and we will do our best to please you.

Forsyth Quality

is the very highest even though

Forsyth Prices

are the lowest.

That's the way we have built our business, giving the dealers a square deal every time. Just write us to-day for prices on **Bathroom Accessories, Moulding Hooks, Match Safes, Eureka Clothes Hangers, Meat Cleavers, Bicycle Sundries, Etc.**

It'll pay you to write

Forsyth Manufacturing Co.

BUFFALO, N.Y.

Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

Are You Selling Lighting Fixtures?

If so, you really ought to get in touch with our extensive assortment. Our designs are all thoroughly up-to-date, made in all the latest finishes; every fixture a brisk seller. Why not write for our prices? They are the closest obtainable!

WE ARE NOTED FOR PROMPTNESS IN SHIPPING

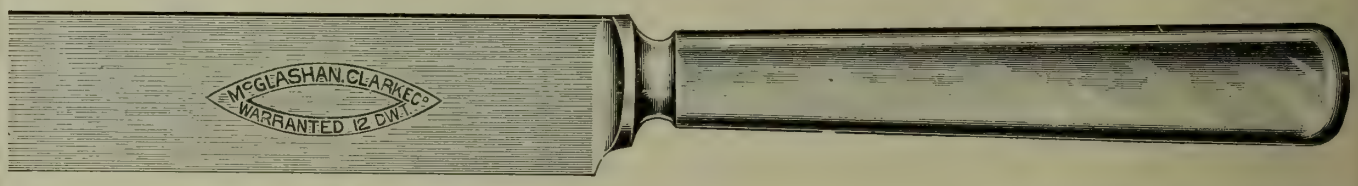
The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

FOR BRISK SALES AT GOOD PROFITS

Get our line of Cutlery, Platedware and Nickel-Silver Flatware. Extra fine quality in every piece.

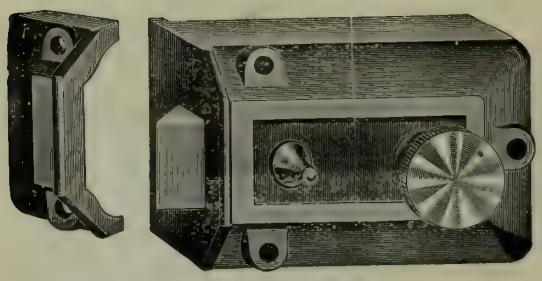


THE McGLASHAN, CLARKE COMPANY, Limited - Niagara Falls, Canada

AGENTS J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que. N. F. CUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Digging Up More Dollars

is only possible to the man who can appreciate a new idea. You can do that! The idea in this case is for you to sell STRUCTURAL STEEL to local architects and builders. Let us help you! We will supply you with any information about STRUCTURAL STEEL that you require to close business, and will quote you prices that will net you handsome profits.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Satisfaction Guaranteed **A MARK OF QUALITY** Prompt Delivery

LION

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

TRADE MARK

BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

The Glasgow Chair

Strong and handsome in design, strongly recommended for Exhibitions, Public Parks, Promenades, Band Stands, Verandahs and Lawns. Splendid "rush" chairs for Churches, Public Halls and Hotels. Used throughout the Glasgow Exhibition 1901.

High Carbon Steel frames, Georgia Pine wood work, finished in Green, will fold 40 in. x 6 in., weight 13 lbs.

R. DILLON
Hardware Specialties
SOUTH OSHAWA, - CANADA

WIRE ROPE

All kinds and sizes and for all purposes

Standard & Lang's Patent Lay

PRICES RIGHT. PROMPT SHIPMENTS.

Rope Fittings. Rope Grease.

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, Ont. MONTREAL, Que.

DRY GOODS REVIEW
10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

National Builders' Hardware

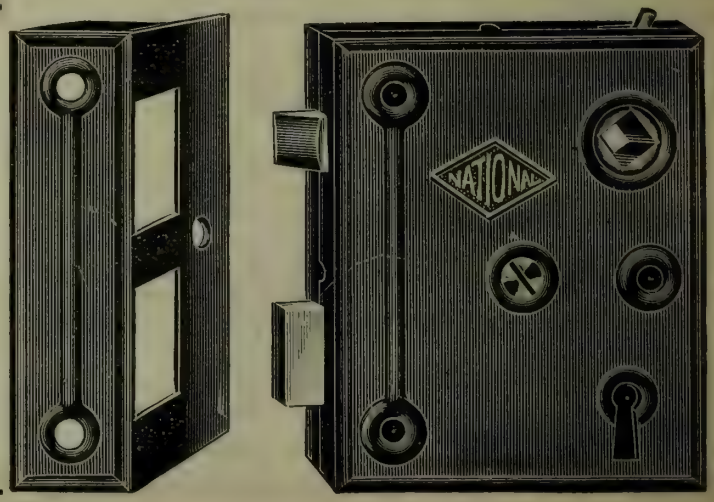
is the kind which brings you the most profits. Cut shows our new

Steel Rim Lock

the only steel rim lock manufactured in Canada. It's a great seller.

Ask your Jobber for ***National Builders' Hardware***

National Hardware Co., Ltd.
Orillia, Ontario, Canada



ESTABLISHED 1840

NELSON'S "Pansy" Broom

is just right. Try them.

H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE:
92 Adelaide St. W.

Toronto

FACTORY:
15, 17, 19, 21 Jarvis St.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

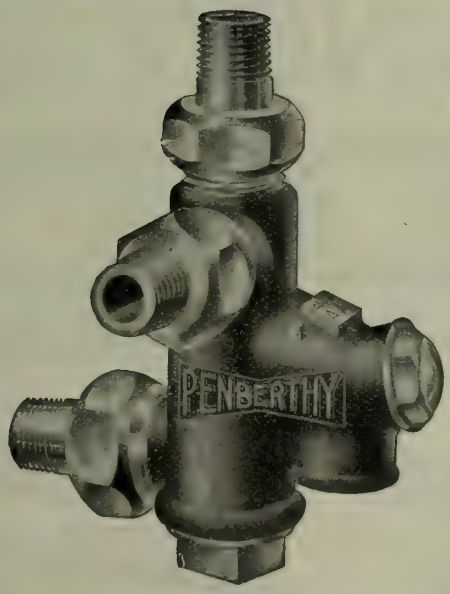
Our Specialties

are just what you need for

"Quick Sellers"

and the profits are satisfying.

Run through the Catalog for a sorting up stock.



For Instance

Injectors, Ejectors, Water Gages, Gage Cocks, Oil Cups, Grease Cups, Whistles, Lubricators, Air Cocks, etc.

Our Catalog is at your service. Drop a postal to-day for copy.

"THEY ALWAYS WORK."

Penberthy Injector Co., Ltd., Windsor, Ont.

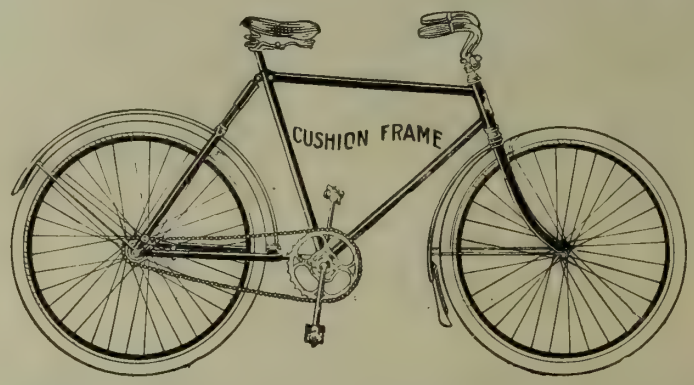
MAKERS OF

HIGH GRADE BRASSES

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Six of One---Half a Dozen of the Other

A bicycle in your business will do what it does for the man who rides one—save money. In other words, money saved is money earned. Consider the profit earned from the bicycle, then figure on the ability of a handsome new wheel just fresh from the factory to attract attention. Put it in your window and count the number of people who come in and ask questions. Enquiries are the first step towards clinching a sale.



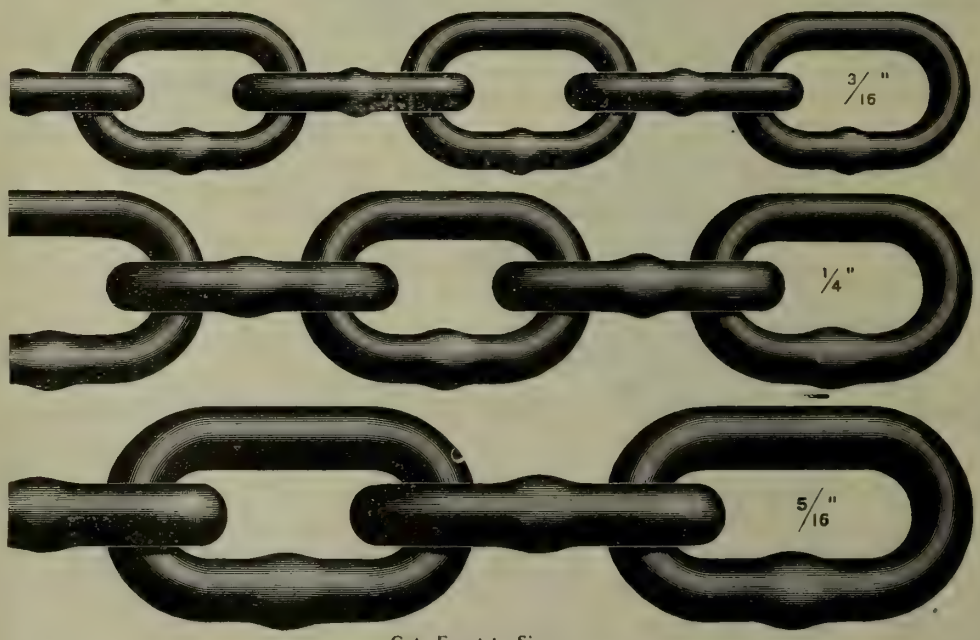
Massey Silver Ribbon, Cleveland, Perfect and Brantford, built in rigid and cushion frames by the

CANADA CYCLE AND MOTOR CO. Ltd.,

WEST TORONTO, - CANADA

WRITE FOR CATALOGUE H.

McKINNON Electric Welded Coil Chain



Cuts Exact to Size

Design Patented

Notice the

SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

McKinnon Chain Works

ST. CATHARINES ONT.

THREE OF GURNEY'S GREAT TRADE WINNERS

The Oxford O.K.—Our best—because of—

The new Oxford reversible grate.

The removable fire box linings.

The division flue strip—half the heat must travel around the oven front.

The air spaced, unbreakable drop door.

The compensating damper—an automatic damper at the back works with the front damper, admitting air to the back of the fire.

The silent, cam-actuated lift-up broiling top.

The biggest warming closet ever placed on a family range.

These points are closers.

ASK ABOUT OUR NEW LINE

The Oxford Golden Nugget

A steel cook at a low price.

18-inch oven with drop door.

A reversible grate—same as our high price ranges.

The division flue strip.

Unbreakable large steel top—big reservoir.

The Oxford Chancellor

14, 16, 18 and 20 inch ovens.

Reservoir at either end.

You can sell the size your customer wants.

THE GURNEY FOUNDRY CO., Limited

Toronto

Stock carried at—

Toronto, Montreal, Winnipeg, Hamilton, Calgary, Edmonton, Vancouver

"Let a Little Sunshine In!"

SUNSHINE

¶ *Did you pay that furnace pension last winter? Did you fill up the bins for your defunct heating institution to play with? Are you now blaming the house walls, windows, cracks — anything but the right thing—for the winter's "heavy siege"?*

¶ You wouldn't wear old clothes, wouldn't hire old men, wouldn't use an old machine—why go on paying the pension for that old furnace in your cellar?

¶ *We recommend that this very week you inspect the furnace display at the heating store in your town. We advise you to look for the furnace with Four-piece Grates* (long lasting), *with Straight, Two-piece Fire-pot* (continuous heat-energy), *with Large Radiator* (quick circulation), *with Automatic Gas Damper* (gas diffuser—heat retainer), *with Two Flue Doors* (easy cleaning), *with Large Dust-pipe* (no dust in face or cellar), *with Bolted Joints* (permanent service), *with "Sunshine" and "McClary" on Large Feed-door* (thoroughness — 61 years' experience.)

☞ You can secure the cost of installing a "Sunshine" Furnace in your home by consulting 5

London
Toronto
Montreal
Winnipeg

McClary's

Vancouver
St. John, N. B.
Hamilton
Calgary

"SUNSHINE" is the easiest sold, easiest operated, easiest on coal furnace in the Dominion. Our newspaper campaign proclaims these facts for the man fortunate enough to have secured a "Sunshine" agency.

LACKAWANNA FURNACE

LACKAWANNA
A Very Powerful and Economical Furnace

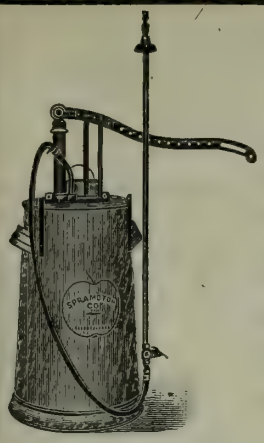
Built Like an Engine and Works as Perfectly as One

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.
Limited
OTTAWA - ONT.

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot



The Spramotor is sold to the public at catalogue prices.

The dealer gets a discount that allows him a

GOOD PROFIT

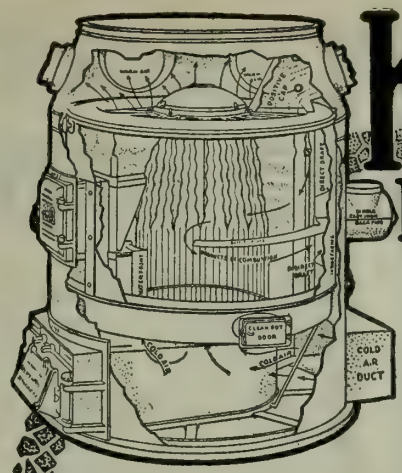
Now what excuse have you for not handling the machine that has the greatest sale? Is it because you enjoy the struggle resulting from trying to sell little known sprayers?

W. B. HEARD,
1241 King Street, London, Ont.

MANUFACTURERS ATTENTION

Canadian patent on the best portable hand metal punch on market. Highly recommended by users everywhere. Excellent profit.

FRANK VANDER BOGART,
Rockford, Ill.



KELSEY HEATING

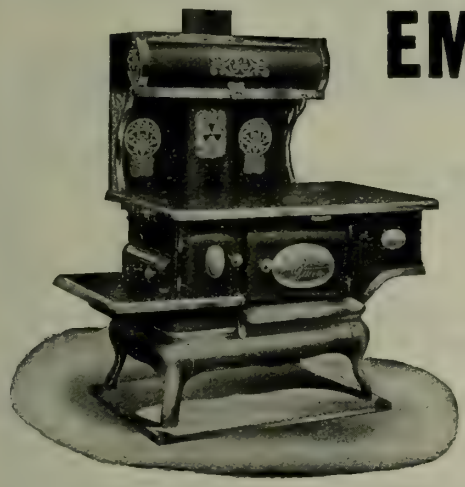
¶ The Kelsey system of Heating insures a constant circulation of fresh warm air and enough of it for heat and ventilation. The Kelsey Warm Air Generator warms fresh air to a natural and healthful temperature, and forces it into every room in equal proportions.

¶ The whole house is warm and comfortable even though a January blizzard may be howling outside. The Kelsey accomplishes these results, not only in small houses, but in the largest and finest city and country residences, and with the most economical use of fuel.

¶ That is why 30,000 home owners who have investigated carefully have bought the Kelsey.

¶ The **ZIG ZAG Heat Tubes** are responsible for the efficiency and economy, and we should like to explain all the other Kelsey Advantages to you.

The James Smart Mfg. Co.
LIMITED
BROCKVILLE, ONT.



EMPIRE STOVES and RANGES

ARE THE LEADERS FOR PROFIT

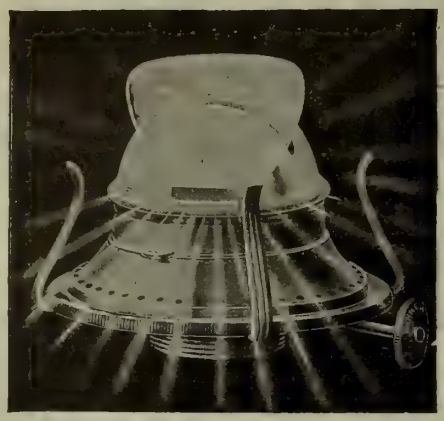
THE EMPIRE QUEEN RANGE

is by long odds the best iron range on the market. Perfect in construction. Special baking draft forcing heat twice around oven. Latest Duplex Grates, separate grates for wood, simple and easily interchangeable. Castings are smooth, well-proportioned and flawless. Deep ashpit so constructed that no ashes can fall outside the ashpan. Handsome nickel trimmings easily cleaned. Heats water quicker than any other range on the market. Made in eight distinct sizes, handsome in design, strong and durable, suited to the various popular requirements.

GET OUR LIST WITHOUT DELAY

Canadian Heating and Ventilating Co.

Owen Sound, Ontario **Limited**



Glass Cone Lamp Burners

BANNER TRADE MARK

Give ⅓ more light, and consume ⅓ less oil. Full benefit of flame down to the very wick top. Will last five times as long as a common burner.

Can be kept clean and as good as new always.

Can be used on any ordinary lamp. Write for catalogue No. 10, showing complete line of Lanterns and Burners.

Orders solicited through the wholesale trade.

ONTARIO LANTERN & LAMP CO., Limited,
HAMILTON - ONT.

GLASS CONE SAVES MONEY

IT PLEASES YOUR CUSTOMERS EVERY TIME

ANNOUNCEMENT

J. H. ROPER

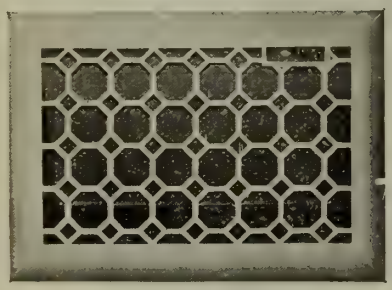
begs to announce to the Trade that he has been appointed sole Canadian Representative for

F. JOYCE & CO. Ltd., MANUFACTURERS OF SPORTING AMMUNITION, ETC.
LONDON, ENG.

Known throughout the British Empire.

J. H. ROPER, 82 St. Francois Xavier Street, MONTREAL

The Practical Money-Saving Novelty

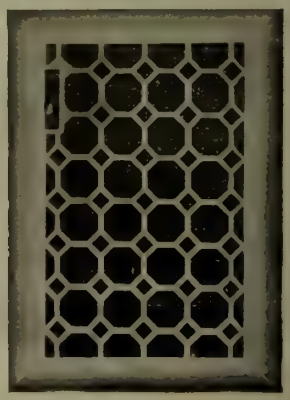


The Reversible Wafer

The same Register sets

BOTH WAYS

Can be changed from horizontal (across) to vertical (upright) in 30 seconds—made in Moorish, with cast face, or PLAIN LATTICE, all wrought steel.



FERROSTEEL COMPANY, - Cleveland, O.

At

The New Waverly Warehouses and Structural Shops of The Carnegie Steel Co., Newark, N. J.

CUT TO ANY LENGTH. And QUICK SHIPMENT A SPECIALTY.

The North Works of The Illinois Steel Co., Chicago, Ill.,

We carry in STOCK 100,000 Tons

BARS, PLATES, BEAMS, CHANNELS, ANGLES, RAILS

We also solicit inquiries
For Prompt Shipment Direct from Mills, Pittsburg, Pa.

United States Steel Products Export Co., Montreal, Can.

Distributors For Quebec, Eastern Ontario and Maritime Provinces.

PLUMBERS' SUPPLIES

All our Closet Tanks embody these desirable features

SANITARY SILENT SAFE

Moderate in Price
High in Quality

The "Elgin" Combination

The Jas. Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

We make

CLOSET OUTFITS

Effective in Appearance
Durable In Design

Our goods are recognized as first in quality, and for giving general satisfaction.

Tanks contain our Improved Syphon and Ball Cock, with *Reversible Seat.*

The "Astoria"

A little better than the ordinary. Has large square back bowl and extra large tank; all woodwork piano polished.

Write for Circular.

Dealers are friendly to themselves when THEY PUSH

DOMINION AMMUNITION

They admit—all over Canada—they **admit** their friendliness to us, but it is simply a case of good business.

You find a steady and satisfied customer whenever you recommend DOMINION cartridges and shells.

The quality does this for you.

Quality builds factory additions for us.

We know how to make the best Ammunition, and we know how to back the dealer with good local advertising.

The Prices are Right for Profits.

The newspaper advertisements help you sell.

FOR ALL MAKES OF ARMS.

Dominion Cartridge Co., Ltd., Montreal

Kemp's Novelty Refrigerators and Water Coolers

Just the article needed for Summer Residences or Camps

Novelty Refrigerators

No.	2	3	4
Inches	19x13¼x13¼	23x17x16	27x19¼x19¼
Each	$8.00	$10.00	$12.50

Water Coolers

Gallons	2	3	4	6	10
Each	$3.40	$4.10	$4.50	$5.65	$8.10

Write for Discount.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

What To Do Next Month

Some Timely Hints Regarding Goods to Display and What to Order—The Summer Tourist and the June Bride Should be Kept in Mind and Their Trade Sought

It is now time for the retail merchant to prepare for the summer trade. The days have lengthened out, the sun is pouring down warmer and warmer, the trees are clad in verdure, and the land shows unmistakable signs of that abundant harvest which our farmers expect to reap. Camping-out vacations, yachting trips and fishing excursions are rapidly maturing in the minds of the enthusiast, and the dealer must be well in advance with his preparations to take full advantage of the demand that is now almost upon him.

It is remarkable how the hardwareman can stimulate the purchasing tendency of his community. By appropriate window displays he can not only encourage, but engender a desire. A camping-out scene—a happy suggestion of the delights to be attained by setting up a tent in some out of the way spot on a picturesque river or lake, and for once in a way fending for oneself, may solve the perplexity of the man who wants to go somewhere and do something, but is at a loss where to go, or what to do. It may even turn the blase lakeside, or seaside hotel habitue from the hackneyed enjoyment of his customary vacation to the novel delights of a camp far removed from noisy boarders, and the quiet companionship of a kindred soul. This is only one instance whereby a merchant, by happy suggestive window display, can force a sale for certain goods, and give his month's average a welcome lift up. In many other directions can the progressive hardwareman command the same result.

Make Seasonable Displays.

It is wise, therefore, to give the windows a seasonable aspect. Displays of athletic goods, baseball and lacrosse outfits, and football supplies are all appropriate. Yachting and boating accessories should not be neglected, for with the great water wealth of the country there are very few districts where some kind of water sport cannot be enjoyed. Boating clubs are springing up in all directions, and the hardwareman who sets himself out to cater for these sporting lines is wise in his generation. The athletic tendency of the country is developing fast, and there is one point in connection with this which must not be overlooked, and that is the demand for goods is less affected than in other departments by trade conditions. Whether times be good or bad, sport is pursued with customary vigor. Whatever else is given up, whatever economies resorted to, if the canoe wants a paddle, if the mitt has become worn out, money is found somehow to remedy the situation. Fishing tackle, too, must not be overlooked. Rods, reels, lines, bait, and hooks, and other accessories help to make effective window displays, and what is better still they make good sales, for where is the community which does not possess its band of fishermen ?

Some Lines to Push.

It is a little early for guns and ammunition, but still no harm is done by showing the community that they are carried in the store, and that it is just as well for the sportsman to buy a weapon in June as wait for the fall. He may have the money now, and may not have it later on. In any case, guns, powder tins and shot are most effective in window displays, and can be used in conjunction with almost any design. The rapid spread of automobile touring opens out another promising department. Batteries, small motors, spark plugs, thin mineral oil, electric lamps, horns, tyre repair outfits, lifting jacks, grease injectors, oil cans, carburettor key, bolts, nuts, washers and special tools, are well worth carrying, especially if the store is near the main road. Accidents are always happening on tour, and it is not every automobilist who carries a complete set of accessories and repairing outfit.

June Wedding Presents.

The June weddings, too, should have a prominent place in the selling scheme of the merchant. Cutlery, plated and silver ware, and cut glass, make the best of presents for the bride, A wide range of articles can be secured well within the pockets of the head of the family down to the youngest member, and the poorest relative. Owing to the fact that hardwaremen are realizing the possibilities of this line as an all-the-year-round branch of the business, it is a much simpler matter now to make a good display. A larger and more varied assortment of articles are being stocked, and the customer in search of a present can be easily satisfied. These fancy goods make most effective window displays, not only by themselves, but with other articles.

The Bride's Kitchen.

A tin shower window is exceedingly appropriate this month, as would also be a model kitchen for the young housekeeper, showing the latest and best cooking and cleaning utensils that are on the market. A striking display could be obtained by dividing a window into two parts, and fitting up one to represent the vitchen of to-day, and the other the kitchen of yesterday. In this way a good idea could be gained of the advance that has been made in hardware kitchenware. By comparing the old cooking range with the, say, 1908 pattern one displayed, the young bride could see how she starts off much better equipped than did her mother, and by noticing the various labor-saving devices in the modern kitchen, she can understand how her work generally has been lightened in equal proportions, This idea of comparison could be made effective even in a simple way, but carried out elaborately and in detail, it would prove a tremendous attraction. It would be an education not only to the young bride, but to the whole community, by aptly illustrating the great advance that has been made in the hardware industry in common with the other industries of the world.

Possibilities of Pushing Paints.

Although a considerable amount of painting has been done, the hardwareman has only to take a walk round the town, village or countryside, to see that a great amount of painting is still necessary. It is doubtful whether the retail merchant gives the requisite amount of display to his paint department, or pushes his sales in the most progressive way. There seems to be an idea that paints sell themselves. So they do, to a large extent, but it is astonishing how a dealer with a little ingenuity can create a demand that would otherwise be lacking by showing to a man that his house, fence, or garden seat, as the case may be, needs painting. A very good scheme to push a sale is to go out and make a note of the properties and articles that would be all the better for a coat of paint, and then write and inform the owner of the fact, and invite him to inspect your stock, or offer to call round and show some new color combination. Many a man, entirely unconscious of the ravages of the weather, would then perceive that paint was really necessary, and the dealer would reap the reward of his enterprise.

A good paint display is not amiss. Be sure that the window is not over crowded, and that the color combination of the labels is carefully selected. In pushing paint sales other lines are helped likewise. Customers who buy paint are often the property owners of the locality. You give a good impression if your paint lines are well selected, and a confidence in the store that will bear good fruit in other directions.

During the month displays could be made of harvest tools, hay carriers, rope pulleys, clevises, and water coolers. All these lines are in common use, and command good sales.

What to Order.

So far as ordering is concerned, the retailer should be guided largely by his past experience. It is difficult to lay down hard and fast rules, but there is little chance of going wrong if the dealer, in addition to sorting orders on the various lines we have mentioned, booked for future delivery guns, ammunition, horse blankets, apple parers, fruit pressers, lanterns, cow ties and halters.

RAILWAY COMMISSION AND CARTAGE CHARGES.

The sessions of the Railway Commission in Toronto last week were chiefly devoted to a consideration of the proposed viaduct along Toronto's waterfront. The commission failed to take up several matters on their calendar, including the matter of cartage charges brought before the commissioners by J. W. Curry, K.C., representing the Ontario Retail Hardware and Stove Dealers' Association. The commission is expected to resume its sitting at Toronto after the Ontario elections have taken place.

"Men Who Sell Things"

The Salesman the Ambassador of His House—The "Knocker" Really Knocking Himself—Success Lies in Being in Harmony With the House—Giving a Boost Always Pays.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER III.

The man who tears down reputations always gets most of the dirt himself.

What a jolly world of grand morals this would be if every man came up to the standard of perfection he fixes for his neighbor!

Some one has said: "There are but two kinds of young men, those that are good, and those that are no good."

This scarcely applies to salesmen, for there are many kinds in between.

To which class do you belong?

We have the Knocker, the Order-taker, the Wheelbarrow, the Sky-rocket, the Fussy or Over-anxious, the Quick-tempered, the Know-it-all, the Old-timer, and a few others with accompaniments not altogether in the nature of selling-assets.

In the whole category of men who sell things, the one whom the novice should strive to imitate is the well-rounded, strictly up-to-the-minute business-getter. Such a one is at once ambassador, pleni-potentiary, and promoter of his house.

The salesman who is worthy of his profession is not only the ambassador of his house, he is in reality the house itself, when he is out in the field. His every word and action should be clothed with a dignity suitable to the work with which he is intrusted.

In the natural course of business events, it is generally found that large institutions which employ many travelers are able to secure the services of enough really capable ones to make the general average good. If this were not so, and they were obliged to draw their entire selling-strength from the list of misfits mentioned above, they would very shortly find a padlock on the front door and the sheriff in charge.

When one government sends an ambassador to another, a man is selected for the mission who has stood high in the community, and who is endowed with peculiar ability to perform the duties. If a mistake is made, and he is found to be lacking in the necessary qualifications, such as tact, honesty, or loyalty to duty, he is promptly recalled and his place filled by another. Or, if he lacks ability only, he may wake up some fine morning to find that he has been relegated to some unimportant post in an out-of-the-way country.

But to return to salesmen. Beginning with the Knocker and taking them in order, we find them an interesting and heterogeneous group.

Knocking is Robbery.

The Knocker is the most obnoxious type, and is branded at once as the most useless. He can scarcely be rated as an asset in the selling staff, unless we take him in the inventory at a discount of ninety per cent. The remaining ten per cent. might be realized upon as a job lot, to be sold out in the first clearance sale that comes along.

The editor of the Philistine says: "Knocking is criticism, and without criticism there is no advancement."

In making that statement he certainly was not speaking of salesmen, or he would have said, "Knocking is robbery, and the thief is a parasite."

The knocking salesman should not pray, with the Pharisees, "O Lord, make other men as we are," but rather, "Let us see ourselves as others see us." If the latter prayer were granted, they would take the shortest cut possible to the nearest oculist to have their eyes fitted with long-distance, clear-seeing glasses to replace their blue goggles of doubt, hate, and suspicion.

The Knocker reminds me in some of his phases of the story of the man down in the spring branch trying to clear the water so that he could get a pure drink. He was doing all he could to filter the water, when some friend called out to him: "Stranger, come up a little higher and run that hog out of the spring, and it will clear itself."

No trouble then. The hardest work a man ever undertakes in this world is to try to lift himself up while trying to pull his brother down. It is like trying to pull yourself out of a quicksand; the more you try to work free from it, the deeper you sink. There is no such thing as boosting yourself by knocking some one else.

A Mental Introspection.

Did you ever look at yourself from head to foot—look at yourself as a salesman?

Did you ever wake up in the morning and shut your eyes and lie still and say: "Well, suppose every salesman in the house were just like me, what sort of a house would we have? Suppose every salesman in our house knocked as much as I knock, what sort of a house would we have? Suppose every salesman in the house worked as little as I work, how long before the whole thing would go into bankruptcy?"

It is well now and then to get a square, honest look at yourself.

What sort of a salesman are you?

A salesman's tongue has a great deal to do with his salesmanship; or, rather, a salesman's salesmanship has a great deal to do with his tongue.

The Knocker's tongue is full of deadly poison. It is sharp-edged and treacherous as an ever-ready stiletto.

Sit beside the victim of the Knocker. Put your ear to his heart, and you can hear a steady drip, drip, drip, as of blood from a gaping wound.

"What did that?" you say. His reply is. "An unkind tongue wounded it there."

The meanest man on earth is the one who will wound a man's character with his tongue.

The Knocker is no respecter of persons; he knocks the credit man, knocks the buyer, knocks the sales manager, knocks his fellow-travelers; in fact, he knocks everything and everybody in the place, from office boy to president. He even knocks his own interests. Every one but the Knocker himself knows that "the dog that will carry a bone will fetch a bone"; but as a temporary mischief-maker he causes "Maud," the mule of comic-newspaper fame, to appear to have creeping paralysis when compared with him as to their relative kicking merits.

Knocking is a habit, and a bad one. Don't acquire it. If you do, some day you will give yourself a knock-out blow. Remember the old saying, The man who attends to his own business has not time to attend to the business of others.

Now, recollect, if you are a salesman and love your house, everything you cannot help, everything you would have warded off if you could, everything you would have conquered if you could, everything in the salesman's life except dishonesty—and knocking is a form of dishonesty—works for good; and no power on earth can make this negative quality work for anybody's good, be-

EXPERIENCE PROVED IT.

A general sales manager of long road experience, (Mr. James G. Lorriman, of the Metal Shingle & Siding Co., Preston), wrote an appreciative letter to the publishers of this paper, saying he used to travel for a non-advertising firm, the largest in its line, and whose name was quite similar to that of a brewery that advertised. When he named his house to his prospects, they used to ask him if it was the brewery. He says:

"I can assure you that it was very hard, up-hill work to sell goods for a firm whose name was not known to the trade. . . . My experience has taught me that the manufacturer who wishes to keep his goods before the trade must use the trade papers in which to make his announcement. The travelers of those who don't are at a disadvantage."

cause dishonesty is the reversal, the throwing out of gear, of the machinery of our nature.

Harmony in Business.

When we begin to undermine the honest efforts of others, we reverse the machinery of our nature and run it backwards. You can no more do good work for your house when you reverse the machinery of your nature than you can make a lawn-mower cut grass when you run it backwards. One is as impossible as the other. All things work for your good when you are running in harmony with your house and in line with your house.

When you walk up to a piano and touch a key, and that key is out of tune and out of harmony, it is out of harmony not only with the rest of the keys of the piano, but with everything in the universe that is in harmony with them. But when the piano-tuner walks up to the piano and opens it, and takes out his instruments and works away at that particular string, he restores the harmony that was lost. And success lies in getting into harmony with your house. Then everything moves along harmoniously, adjusting and setting the rules of the house to music. Is it not so?

When your firm bids you do this or that, the command should immediately touch a responsive chord in your nature in sympathy with the work in hand, and then you are in harmony, which makes easy of accomplishment the most difficult task. Your house wills it, and they will do their part to make your daily efforts conduce to your final success.

When you are tempted to believe that your house is going straight to perdition, and that you are the only man on the premises who can save it, think of the incident that occurred in 1864 in the administration of Abraham Lincoln as President of the United States. The political aspect of the whole country was that of a seething, boiling Niagara. Some gentlemen from the West were excited about the commissions or omissions of the Administration. President Lincoln heard them patiently, and then replied: "Gentlemen, suppose all the property you were worth was in gold, and you had put it in the hands of Blondin to carry across the Niagara River on a rope; would you shake the cable or keep shouting out to him, 'Blondin, stand up a little straighter!' 'Blondin, stoop a little more!' 'Go a little faster!' 'Lean a little more to the south!' 'Blondin, lean a little more to the north'? No; you would hold your breath, as well as your tongue, and keep your hand off until he was safe over. The Government is carrying an immense weight. Untold treasures are in our hands. Keep silence, and we'll get you safe across."

Knocking or "kicking" salesmen classify themselves as among the reform forces.

Inasmuch as their object seems to be the immediate reformation of the entire business world, they are hopelessly beyond argument, and therefore the best course for a sensible salesman to pursue with regard to them is to leave them alone, and let them kick. They don't suggest any remedies, but they just kick, and there are always a few of the weaker sort standing around to give them encouragement and assistance.

To reform the whole earth and make it over different is a job that only the saints can tackle.

Speaker Cannon, of the House of Representatives, paid more attention during the political campaign in 1906 to the reform forces than to any other faction.

Let Kickers Alone.

"We have had ten years," said he, "of uninterrupted prosperity under the management of the Republican party, but in spite of this there are here and there among our eighty-five millions of people kickers whose vanity leads them to believe they could manage things much better if they had the chance. . . . We used to have a mule, and when we used to put him in the log barn and give him a full feed of oats, as soon as he had eaten the oats he'd begin to kick and bray. We never could figure out whether he was braying because he was kicking, or kicking because he was braying. But all we did was to keep out of the barn and let him kick and bray all he wanted to."

That's all you can do with the kickers—let them alone. They are beyond reasoning with.

Your house has enough to take up all its attention with things that are happening every day, without bothering about things that can't be mended or with things that are going to happen some time in the future, except, perhaps, to ask your resignation if you can't break the habit of knocking.

What you have to do is to take care of the things that are within the sphere of your duty, and you will have no time to bother about things that do not concern you. That's what your house is doing, and what the men are doing who head the sales list in your house.

The Knocker is bad enough, but his friends who stand around in foolish little cliques encouraging him are no better. He at least has the courage of his convictions, such as they are, while those others stay around in the dark and act as cat's paw to pull his chestnuts out of the fire.

The Knocker is of the least account in the entire group of negative salesmen. The others try to amount to something in their own way, but he has been mean ever since he was born.

In reviewing them all, I want you to understand—if you are a Knocker—that you are worse than a hundred of the poorest salesmen put together.

The most stupid Knocker of the entire kicking class is the one who seems to take peculiar delight in running down his competitors.

The Good Word for Rivals.

There is no surer help to the efforts of a salesman than that which comes through speaking well of his rivals in business whenever opportunity presents itself, and that not merely in the sense implied by the witty preacher who said, while seeking a goodly collection from a large audience, "In order to get a good collection nowadays an audience must be assured beyond a reasonable doubt that it will get back two dollars for every one put in the box." Kindness for kindness' sake alone is its own reward.

When I was about to make my first trip on the road, my employer came to me and said: "I hope you can sell Mr. —— at ——. If you succeed in getting a bill there, we will give you a long credit mark. As yet no man calling from our house has been able to interest him."

On my arrival there, I was given a cold reception. Quite naturally, I was anxious to land an order, as can well be imagined; but, like the rest, I failed, and was greatly crestfallen over my defeat.

I kept on drumming that customer, determined that I would get him sooner or later. About the time of my fourth visit he surprised me by saying: "I need some goods to-day. If you have what I want, you'll get a good order."

When he had finished looking through my sample line, he turned to me with, "Do you know why I am giving you a trial?"

I told him I supposed it was because I had happened along when he was out of goods.

"Well," said he, "that is only part of the reason. The first time you called at my place you asked me what house I traded with mostly, and you spoke so highly of them that I made up my mind you would give me a square deal if you had a chance."

I sold that man goods until he retired from business, ten years later, and he was one of the best friends I had.

President Roosevelt, in his last message to Congress, said: "Science in business is advanced as never before. No one of us can make the world move on very far, but it moves at all only when each one of a very large number does his duty. Our duty is not in doing what we think is best, or what is best for ourselves, but in doing what is best for the common good of all."

There are people who believe that criticism and fault-finding are indicative of wisdom, and that the man who performs his daily task quietly and without murmur is lacking in the substantial qualities of mind. To be disparaged is the penalty Brilliance must ever pay to Dullness.

A psychologist tells us: "In each human being there are four personalities, namely; first, John as he is known to himself; second, John as he is known to his friends; third, John as he is known to his enemies; fourth, the real John, who is known only to his Maker, and on whom every deed of the other Johns leaves its impress for good or evil. Those who love us see us at our best,

and only by striving the soul grows stronger."

Harmony as a Business Lubricant.

However perfect a piece of mechanism may be, it must be kept well oiled, in order that it may perform its functions properly. In the same manner the house and its salesmen must fit together and work harmoniously; yet none the less there will occasionally be found external and internal causes which create friction or clog the wheels.

The "petty dust" of daily business life is more than apt to upset the mental machinery, and the best lubricant is to be found in tact combined with humor. A kind word or thoughtful silence, which sometimes is better than speech, a boost in place of a knock, each has its place in keeping the wheels of commerce running smoothly along the roadway of business life. So that, after all, the conclusion of the whole matter may be found in the old rule, "Do unto others as you would have others do unto you."

Boost, brother, boost! Don't knock.

"What a mighty power there is that regulation of an establishment secured by cheerful willingness among all concerned to carry out the laws; a willingness that makes every member of the organization an agent in the interests of its common good!"

"In the mud and scum of things,
Something always, always sings."

"Drop an unkind word, or careless—in a minute it is gone,
And there's half a hundred ripples circling on, and on, and on;
They keep spreading, spreading, spreading from the centre as they go,
And there ain't no way to stop them, once you've started them to flow.
Drop an unkind word, or careless—in a minute you forget,
But there's little waves a-flowing, and there's ripples circling yet;
And perhaps in some sad heart a mighty wave of tears you've stirred,
And disturbed a life that's happy, when you dropped that unkind word."

(To be Continued.)

TO IMPROVE BILL OF LADING.

It is proposed to call a meeting of the committee which is to draft a simple and uniform bill of lading to be presented to the Railway Commission some day next week, probably on June 4. This committee, which was appointed at the meeting of shippers held in Toronto on May 20, is representative of every line of manufacture in Canada.

It is a well-known fact that the present bill of lading is a very complicated piece of literature to the lay reader and overrides both the common law and the Railway Act. In effect the Railway Act and the common law both say the carrier is liable for damage caused to goods while in the care of the carrier; and also that the carrier in accepting freight over his road destined for points on other roads must provide through routes for shippers and see that the goods are forwarded safely to their destination. The railway companies before accepting goods for transit make the shipper sign a contract which practically relieves them of much of the liability by making them responsible for goods only to the connecting point, and then only under certain conditions, thus throwing the responsibility for forwarding to destination back on the shipper.

The present form of bill of lading, drawn up by the railways, is based on results of suits of litigation, and the various clauses of the bill were subjects for discussion at the meeting of shippers held last week. Not one of the 39 clauses comprised in the present form were satisfactory and it is hoped that the committee may be able to draw up a new, simple and uniform document which will conform both to the common law and to the wording of the Railway Act, and, at the same time, find favor with all interested parties. This new form will, it is expected, be presented to the Railway Commission later on and that body will deal with it. It is now four years since the Railway Commission appointed a committee of government officials to look into the question of drafting a new uniform bill of lading, but for some reason or other the matter was not promptly dealt with, and it is only since at the suggestion of Judge Mabee that the shippers of Canada got together and expressed their opinion on the subject that any headway has been made in the matter of an improved bill of lading.

ADVERTISING THE STORE.

The properly used show window is the best advertising medium within the reach of the retail merchant, and yet, curiously enough, it seems to be the least appreciated of all the means he uses. His show window is his best medium, because it will sell goods for him at a less percentage of cost than any other means at his command. I say that it is the least appreciated because of the fact that it is so very generally neglected. Most retail merchants have not yet learned its true value. Many of them seem to think that it is merely a space which must be filled up with something—it does not really matter what or how. All this is wrong.

The big store goes to the length of employing an artist who spends all his time and thought in getting up an exceedingly attractive window display. And these window displays sell goods enough to make the window dresser and his big salary a good investment. We called these window trimmers artists, and many of them are nothing less, as an inspection will soon show, but it is not enough that a display shall please the eye It must sell goods or it is not successful. The big store demands that there shall be a sale of a displayed article while it is in the window, and if the increase does not come the fact is chalked up against the window dresser in the records of the manager.

There is no line of merchandise of which an attractive window display may not be made. As an illustration of the way in which these displays sell goods, I might instance my own case—for I am a seasoned bird, and am not easily caught by the advertiser. On my way home I pass three grocery stores. When I am in need of a stated article I stop at the one where I habitually trade—for all of us have our preferences. The store where I trade ordinarily has attractive windows, which always makes a special display in its windows, no matter what the season. It is much farther from my home than the one where I usually trade, and as a consequence I have farther to carry any purchase I may make there—and yet I very frequently stop there and buy something just because the window display makes me think I want what is there shown. The purchase is almost always an extra—something which I had no idea I wanted until the display reminded me of my need, or created the need, which is better still. In other words the window sold the goods.

There are any number of people walking the streets of your town whose money burns in their pockets fairly yearning to be spent. Show them something to spend it on, and make them think they want it, and the trick is done. These are the people to whom your window should sell goods.

Of course, the average retail merchant cannot afford to pay a big salary to an exclusive window trimmer, but the chances are that there is someone within reach who can do many times better than he is doing now with the means at his command. It may be his assistant, his wife, or daughter. The proper thing to do is to experiment till he finds the right one, and then let that one do his best. Window trimming is an art, but like most other arts it can be studied and acquired. Get out on the street and study other windows. Analyze the ones which appear to you as being above the average. Learn what it is which makes them better than most of the others. Pick out the good points and emulate them. Pick out the faults and avoid them. I do not mean to advise copying, but we can learn from the mistakes and successes of others without copying.

CEMENT TO REPLACE STEEL.

If some material can be generally substituted for structural steel, the fear of an iron shortage need no longer be entertained, for it is in this field that the greatest drain on iron deposits is made. In reinforced concrete that material is already being utilized, and is becoming more and more extensively employed, while exhaustive experiments indicate its almost boundless possibilities. Its constituent materials are practically unlimited and widely distributed, and its substitution for building not only leaves iron and wood for more necessary purposes, but greatly reduces liability to destruction by fire. Concrete and reinforced concrete, according to the chief engineer of the technologic branch of the U.S. Geological Survey, are more economical than any other fireproof construction. They can be built with as great spans and to support as great loads as any other material. They are fully as fire-resisting as any other material. They provide the most rigid construction known. They are as durable as any materials of construction. They are the only materials known which continue to increase in strength with age, and the supply is absolutely without limit.

HARDWARE TRADE GOSSIP

Ontario.

Wm. Jeffrey, Sr., Stratford, Ont., an old hardware merchant, died on May 21.

Ald. H, G. Wright, of E. T. Wright & Co., Hamilton, spent Thursday in Toronto.

E. S. Townsend & Co., hardware merchants, Harrow, Ont., is advertising his business for sale.

Walter Turnbull, of the Turnbull-Cutliffe Co., Brantford, was a visitor in Toronto on Thursday.

J. E. Trelford, who recently sold his business at Markdale to Jeffrey Artley, has removed to Strongfield, Sask.

The Sarnia Builders' Supply Co., handling cement and all kinds of building material, have opened for business in that town.

John Bugg & Son, Wingham, have sold their stove, plumbing and tinsmithing business to W. J. Boyce, London, who will continue the business.

Alf. Outram's hardware store, Port Hope, Ont., has been closed pending a decision in the suit of the Imperial Bank against his father, F. Outram.

Mr. Gerry, Blyth, is shipping his hardware stock to Fort William, where he will locate. Two brothers, Bert and Ira Gerry, already have a large hardware business there.

The report of the International Nickel Co., which controls the Canadian Copper Co., at Sudbury, Ont., for the year ended March 30 last, shows its gross receipts to have been about 80 per cent. of those of the preceding year, when they totalled $2,853,649.

Quebec.

J. B. Lord, treasurer of the Martin Senour Company, Chicago, paid a visit to the Montreal office of the company last week.

J. A. Demers, representing Lewis Bros., Montreal, below Quebec, has returned to work after his severe illness, and G. Dufresne, who has been taking his place, has returned to the sales department at Montreal.

Lewis Bros., Montreal, announce the sale of "Black Diamond" saws, an article in which they have a proprietary interest. The brand has been registered.

W. Shives Fisher, of St. John, N.B., was a visitor at the Montreal office of Hardware and Metal this week. He reports trade conditions as being satisfactory in the Maritime Provinces.

J. H. Roper, manufacturers' agent, St. Francois Xavier St., Montreal, has been appointed sole Canadian representative for F. Joyce & Co., London, Eng., manufacturers of sporting ammunition, etc.

R. B. Coulson, of the Dominion Wire Manufacturing Co., who has been covering the ground east of Toronto, including the Province of Quebec for many years, will in future work west of Toronto. Mr. Coulson's former territory will now be looked after by Thomas Blaikie, the company's present Montreal representative, and Montreal city will be attended to by A. Y. Paxton, who has had charge of the order department of the Dominion Wire Manufacturing Company for some years.

Western Canada.

T. G. Hodgins, blacksmith, Battleford, Sask., is succeeded by Hodgins & Zinger.

Ontkes & Armstrong, Crossfield, Alta., will erect a new hardware store adjoining their present premises.

The estate of Karl Bocz, Regina, Sask., has sold the deceased's hardware stock to G. R. McColl & Co.

White & Pook, Strasburg, Sask., have sold their hardware and implement business to G. A. McDonald, Killarney.

W. J. Griffin, formerly of the firm of Eakins & Griffin, Shoal Lake, Man., is opening up a hardware store in the same town and will occupy the corner store in the "Miller Block," now being erected, and expects to open up about August 15.

OPENING FOR FARM IMPLEMENTS

A trade opportunity for agricultural implement firms may be occasioned by the announcement that G. North & Son, Maritzburg, Natal, South Africa, desire to receive from exporters of dairy implements, particularly cream separators, catalogues and quotations.

KNOWN THE WORLD OVER

ARE

HENCKELS'S celebrated "TWIN BRAND" Razors

Known for Unrivalled Quality Superiority of Finish

Absolute Perfection in Workmanship

"CUTWELL" and "TWIN" lead the market to-day. EVERY RAZOR is BACKED BY A GUARANTEE. Rigid tests are employed before any razor leaves the factory. With reasonable care these razors will keep their EDGE for YEARS WITHOUT HONING.

FROM STOCK AND FOR IMPORT.

ASK YOUR NEAREST JOBBER FOR PARTICULARS.

F. W. LAMPLOUGH & CO., 9 Debresoles Street Montreal

HARDWARE AND METAL

Established - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address:

Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

MONTREAL - - - - - 232 McGill Street
Telephone Main 7324

TORONTO - - - - - - 10 Front Street East
Telephone Main 2701

WINNIPEG - - - - 511 Union Bank Building
Telephone 3726

LONDON, ENG. - - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg

NEW YORK - - R. B. Huestis, 544 West 145th St.
Telephone 2430 Audubon

VANCOUVER, B.C. - - - - - R. B. Bennett

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

URICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

WILL HARDWARE PRICES DROP?

Despite the marked decline in the metal market during recent months prices of finished hardware lines have not been reduced to any extent and lower prices have naturally been looked for by many. It looks now, however, as though prices will hold and substantial arguments are advanced against disturbing the ruling quotations.

A reduction in the cost of raw material would under ordinary circumstances mean decreased cost of production, but with the demand much less the manufacturers figure that the advantage gained by being able to buy iron cheaper is offset by the loss in having to maintain large plants on a smaller producing basis. Certain it is that the smaller the production the greater the proportionate cost of manufacturing.

Canadian jobbers have endeavored to secure concessions from representatives of American concerns in order to induce the placing of orders for hardware articles. They have been met, however, with a firm front and business placed has been at practically unchanged figures. Something may happen to change conditions and reductions may yet be made, but there are no present indications of such a move.

It is questionable, too, if a break in the market would be of any advantage to the jobbers or retailers. If the jobbers bought at lower prices they would reduce prices to retailers, and the latter, in their turn, to the consumers. But would any increase in business follow the reduction ?

Experience has shown that stable prices are the best for all branches of the trade, and anything that encourages price-cutting should be discouraged. When the cut-in lanterns occurred a couple of years ago the entire trade was demoralized and few retailers benefitted. Grocers and corner storekeepers were brought in as competitors and low prices benefitted no one but the consumer. Again, when shovels were cut in price a few weeks ago jobbers slashed all their profit off and retailers should have received the benefit. Reports of price-cutting to consumers, however, indicate that they are not doing so in all cases. And still another instance is that of the present loaded shell situation where manufacturers and importers have decided to discontinue cutting for a period of years, and jobbers continue underselling each other.

A drop in finished hardware articles made from iron and copper may follow the slump in the metal market, but there are many in the trade who would be as well pleased to see present prices maintained.

COMMERCIAL AGENTS' DUTIES.

There has been some criticism recently by Canadians resident in England, who are in a position to know whereof they speak, regarding the nature of the work some of the Canadian commercial agents in Great Britain are doing.

These agents are presumably working for the development of Canadian export trade and yet it is reported by authoritative parties in England, and a study of the weekly reports issued by the Government's Department of Trade and Commerce would seem to bear this out, that a goodly part of the time of some of the agents is spent in calling on British manufacturers and exporters, seemingly with a view to encouraging their business with Canada and thereby stimulating competition with our own industries.

The weekly Trade and Commerce reports contain a file of trade inquiries which one would naturally suppose would be devoted to the interests of Canadian business. A study of several of these reports the other day revealed the fact that out of 197 inquiries, 95 were from English firms who wished to get in touch with Canadian buyers with a view to disposing of their manufactured product.

A representative of a Canadian firm, at present in England, tells of several instances he met with where the commercial agents had gone to a good deal of trouble to procure lists of Canadian buyers for English firms. In some instances, the firms in Great Britain making good use of the agents, are not even manufacturers of the goods they propose to market in Canada.

Some years ago one of the agents on his appointment expressed a desire to visit a number of Canadian manufacturers who were anxious to develop their export trade, and was instructed by the Minister then in charge not to do so. He reported the matter to some manufacturers who advised him to see Sir Wilfrid Laurier. His visit put a new face on the incident, and, as a result, his instructions were immediately reversed.

It cannot be the desire of the Government that the Canadian commercial agents should pursue the policy a few of them seem to be doing. And the matter would seem to repay some attention being paid to it immediately.

SHOULD ASSURE TRAVELERS' SAFETY.

The terrible catastrophe at Tillsonburg last week, when several lives were lost through the burning of the Queen's hotel, has brought very strongly to the front among the travelers the question of the very inefficient fire protection and the lack of provision for means of escape in hotels all over Canada. It seems that in a good many cases a tragedy is necessary to draw attention to a dangerous and unlawful state of affairs. There are many other hotels in different parts of Canada which are just as dangerous in case of fire and just as inefficiently equipped as the hotel in Tillsonburg, and it is hoped that the catastrophe in this instance may prove a lesson to other houses similarly situated.

Just how horribly inefficient are the provisions made for such emergencies is soon learned from conversation with a few travelers. One man, who carries a grip in the interests of a Toronto house and has spent several years along the north shore of the lakes, said that only two hotels in that territory made any pretence of providing fire escapes. Another, who covers western Ontario, says that in the larger towns some attempt is made to provide for emergencies, but in the smaller hotels in the smaller towns and villages, as a general rule, there is no sign of any safety appliances whatever. Eastern Ontario is somewhat older from point of population and should present better conditions, but as a general rule the facts just stated will apply pretty well all over the province, and not only in Ontario, but also in the other provinces. In the west, where most of the hotels are comparatively new, when the building has been put up with any idea of permanence, the matter of provision for escape in case of fire seems to be fairly well looked after, but in hundreds of towns there are hotels wholly unprotected and where a

fire might easily be attended by such dire results as those in Tillsonburg.

The law provides for a certain standard of equipment for public houses. Why is not this enforced? And again, even where the required equipment of this nature is provided, this provision seems so woefully inadequate as to be almost ridiculous. The trouble is that the matter is never very seriously thought of until the need occurs.

One fire escape on a hotel may be of great service, and again, may be of little use, as the inmates, as occurred in the Tillsonburg affair, may be cut off from access to it. At least the front and rear, or the two sides of the hotel, should be fitted with fire escapes and means should be provided so that the guests may know where these are situated.

Hundreds of hotels, particularly in the smaller towns, have only one stairway, and that often so narrow that two persons can scarcely mount abreast. This is another source of danger. A fire starting in a building of this kind anywhere near the stairway would give the inmates practically no chance to reach the ground in the regular way. In some cases, too, in the city hotels where elevators are used, the stairways are so crooked and inconvenient that in a fire they would be very confusing.

A good many of the travelers think that if a nightwatchman were provided in all the smaller hotels they would be able to sleep with an easier mind and that there would be little danger of the recurrence of a tragedy such as the one at Tillsonburg. It seems in that case, that everyone in the hotel was asleep and the fire must have been going for considerable time before it was discovered. No doubt, a watchman, if a reliable man was provided, would obviate any such danger as this.

If nothing better, the simple system which is noticed occasionally, of a coil of substantial rope fastened to a hook near the window in each room would be a comparatively inexpensive and at the same time a mighty comforting equipment. Most travelers are able-bodied and cool enough to get out of any house without much difficulty if such an appliance were provided.

THE METAL SITUATION.

With the exception of copper in New York, metal quotations during the month have swung backwards and forwards in irregular fashion, an evidence not only of market manipulation, but of poor demand. We use the word poor in a comparative way. Taking trading from the first of the year, and comparing figures there is evidence that buying has been better than most people have credited. But undoubtedly the demand is poor, considering the fact that industrial activity generally should now be influencing the markets strongly by keeping the furnaces and smelters uniformly busy. After such a long period of hand to mouth buying, there should be no doubt as to the character of the demand. It should be of a hearty, if not ravenous, description. Unfortunately neither of these adjectives can be applied to the consumption at present.

There are signs of a change for the better, but when these signs will mature it is hard to say. A more confident feeling is apparent in the States. Securities have advanced, farming prospects are good, and manufacturers are displaying greater activity. But the development is slow, too slow for those who are impatient to see the wheels grind with their old time rapidity. It is well to be content with small mercies, however, considering the dislocation of past months, and take due measure of consolation in the fact that if the demand has not rapidly advanced, it has not, generally speaking, declined.

Copper in New York unquestionably bears the palm for holding its strength in face of adverse conditions. For many weeks now despite fluctuations in London, prices for all grades have ranged steadily between 12.60 and 13. If there has been little advance, there has been no decline, despite little stimulation in the home demand to hold prices. When the great European drain fell off, and London prices commenced to fluctuate, it was thought that New York, in the absence of a compensating demand, would have to give way. But holders have held firmly to their prices, while producers have increased rather than diminished their output. It is evident that copper merchants must be very confident of the future, and, in addition, must be supported by a stronger demand than is apparent on the surface.

During the month we have seen the break of the great tin "bulling" movement in the English market, owing to the falling off in the exportations to New York, and heavy Chinese liquidations. Taking the opening price at £142 5s, there was a rapid decline until in the middle of the month the market was down to £132 10s. A reaction naturally followed, helped by a stimulation in the foreign demand, and prices advanced to £135 15s, but the price could not be maintained in face of the conditions prevailing, and the market broke again to the price now quoted of £130 12s 6d. These figures show how great has been the fall, a fall which we anticipated some time back. Buying from the American side, as we said, has practically stopped. For the time being the tin plate concerns are well stocked, and apart from that, buyers have been holding off on account of the Banca sale this week. They desired to see how figures would shape after the auction.

Lead has been fluctuating above and below the 13 mark, and finishes on the wrong side. Spelter likewise is weaker across the Atlantic, although East St. Louis prices have kept pretty firm around $4.50. Pig iron in the Old Country has maintained strength, and with the passing away of the shipbuilding dispute, should continue in the same good path. In the States there has been considerable improvement in the past few days in pig iron, and some large orders have been carried through with the result that prices have been strengthened. After such a period of depression, this revival in business is a good sign. Finished steel prices are still maintained, and are likely to be so all the summer. The Canadian demand generally has improved, and with good bookings, prices have a tendency to firm in copper and spelter. In lead there has been some cutting, while tin is naturally far from strong.

BUSINESS OUTLOOK IN WEST.

On May 1st, 1907, seeding had not been started in the Western Provinces; on May 1st, of this year, it was practically completed, and the acreage showed an increase of at least 25 per cent. Last year the West would have reaped the largest crop in its history if only there had been 10 days' more ripening weather before the September frosts. This year, with seeding completed a month earlier, and with most favorable warm weather, there is every reason to believe that Western Canada will produce and save another "bumper" crop, the proceeds of which will be more than sufficient to place business once more on the substantial footing of prosperity to which Western business men have long been accustomed.

Undoubtedly the depression of 1907 hit Western Canada a hard blow, but she stood it well and is rapidly recovering from the effects. A good crop this year will ensure a year of good business. Immigration this spring is encouraging, and the immigrants are a better bulk of the immigration this year is from class than in previous years. The great Great Britain and the United States, and most of the incoming settlers are bringing some little capital with them.

It is not too early yet to sum up some of the effects of the late depression which was caused by the partial crop failure and the world wide financial stringency. The effects have not been wholly bad; in fact, so much good is resulting that many shrewd business men consider the recent "depression" a blessing, but very thinly disguised.

In the first place, it put a stop to the mania for land speculation which was unduly inflating values and diverting capital from its legitimate channels. There will be more money for regular business now that land speculation is no longer employing all the spare cash of the business men of the country. Moreover, there will now be a reduction in the cost of living, which should hasten the day when the West will do more of its own manufacturing.

But, perhaps, the greatest benefit resulting from a little touch of hard times has been the death blow given the credit system. For years the credit system has been the bane of business in the West. It was a necessary evil in the pioneer days, but it was continued long after the reason for it had ceased to exist. The farmers had learned the habit of settling their store bills only once a year, and it was hard to teach them any other habits. The merchants were disorganized, and, under stress of competition, permitted grave abuses of the credit system. They tried to shake off the system and for two or three years there had been a general tendency towards the establishment of a cash system of business. But it required some general compelling influence to induce the great majority of the dealers to join in the movement. That influence was supplied last fall when the financial stringency was most keenly felt. The dealers simply had to get their money in and could no longer afford to allow indiscriminate credit. As a result, in every part of the West there was at least a resolute and substantial curtailment of credit, and in at least a third of the Western stores there is now a cash system in operation. It is not likely that in many places the ground gained will ever be lost for the dealer who has once shaken off the chains of the credit system will not be anxious to assume them again. The ground gained will be retained and never again will the credit system hold undisputed sway in the West. The tendency towards the cash system has been given a great impetus by the experiences of the last year, and, as a result, the business of the West will henceforth be conducted upon a much sounder basis than ever before.

With the evils of the credit system greatly lessened and with every indication pointing to a big crop and a year of resulting prosperity, it is small wonder that the business men of the West are optimistic as to the immediate future. The experiences of the last year have taught the West conservatism that was before quite foreign to its spirit, but it is an optimistic conservatism.

During the last year buying has been light, as it has been restricted to the filling of immediate requirements, and, perhaps, for two or three months to come the buyers will be cautious. But once the crop is assured, the empty shelves in the country stores will be filled and there will be a demand for goods which it will keep the manufacturers and jobbers busy to supply.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

There is no question that at the present time the crop occupies the centre of the stage so far as Western Canada is concerned. The week that has just closed brought with it Foster's projected cold wave, rain, a little snow and a little frost, but none of these things were bad for the western crop, no matter what some of the pessimists may think or say to the contrary. The entire wheat crop has been seeded for nearly ten days; it is all up, the height varying according to the district, from three to six inches. It is an especially well-stooled crop, the plants strong and vigorous and of a lush dark green. There has been plenty of moisture but not too much. The oat crop will be finished by Tuesday night at the latest and fully seventy-five per cent, of it is above ground. Barley and flax are being sown now and also oats that are intended for green feed only.

There is no gainsaying the fact that the crop of 1908 has gone into the ground under the most favorable conditions that have prevailed in the west for many years. It has got a splendid start and though it may have many setbacks before it is matured it will be hard crop to kill because it is deep rooted in good soil, the bulk of the seed was of excellent quality and it has a month's start of last year. Even the little nip of frost of the past week is regarded as a blessing rather than a disadvantage because the wheat that was seared at the top has still plenty of time to grow and a little touch of frost is always inclined to make it root deeper and stool better.

With the crop outlook so exceptionally favorable the Winnipeg wheat market has held remarkably firm. There was a drop from higher levels in the early part of the week that brought prices more in line with export and quite an active trade was the result, though this slackened again on Saturday. The British miller is nobly living up to the prediction made in these columns some weeks ago and that was that with Canadian western wheat at the prices it has held at for months he would take just as little as he could get along with but that he would have to have some. Every little while, if the market drops a point or two there are bids for export and as soon as it goes up again as it does very quickly on anything like active bidding, the British miller gets both coy and shy and waits for the next break.

The stocks of low-grade wheat in interior elevators are all cleaned up and the stocks of contract grades are very small indeed. At present, of course, nothing is coming, farmers are too busy, but in another couple of weeks there will probably be a little run of contract wheat to the elevators, but dealers generally regard the wheat crop of 1907 as pretty much a thing of the past.

* * *

The executive of the Western Grain Growers' Association have held another meeting at Regina in connection with the demand of the association for government ownership of interior elevators. It is not yet known what action the governments will take but it has leaked out that the association are by no means a unit on what they are asking for and that as a matter of fact some of their prominent members, who are also members of the Saskatchewan Legislature are much more eager for the railways to build special binning elevators at large points than they are for the actually government-owned system.

* * *

The question is often asked this year, "Well, how about American immigration?" Well, it is pouring in. After all the talk of hard times there was less shortage in the Canadian West than there was anywhere else and a country that can market close on 70,000,000 bushels of wheat out of a damaged crop is not likely to discourage the new comer from taking a hand. Many of the American farmers of the middle west are just now planting corn and as soon as that is completed huge excursions are coming to the Canadian West with these men as land-seekers. If they want anything better to look at than the Canadian West at the present time they are indeed hard to please. But they are not hard to please, they know a good thing when they see it and just now the Canadian West looks pretty good to them as an investment.

The situation for the week is good, very good. There is not too much money floating around in the matter of collections, there are some people still out of work and hard up, but taken as a whole the country was never in better condition, prospects were never better and people were never working harder than they are to-day.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.
Copper—Advance of 50c.
Lead—Cut of 10c.
Spelter—Advance of 25c.
Sheet Zinc—Cut in prices.
Pig Iron—Unchanged.

Toronto.

Tin—$1 lower.
Pig Iron—Unchanged.
Plates and Sheets—Unchanged.
Copper—Unchanged.
Lead—Cut of 5c.
Spelter—Unchanged.
Old Materials—Unchanged.
Radiators—5 per cent. advance.

WHAT TO ORDER THIS WEEK.

Harvest tools, such as—
Hay Carriers.
Hay Fork Pulleys,
Harpoon Forks,
Scythes,
Rakes.
Rope, and
Clevises.
Guns and Ammunition.
Sorting-up in Ice Cream Freezers.

MONTREAL HARDWARE MARKETS.

Montreal, May 29.—Orders have assumed good bulk this week and the shipping departments in the various jobbing houses are uniformly busy. If the improvement noticed in the last two or three weeks continues, and there is every reason to believe that it will, there will be nothing much to cavil at in the summer trade. Until the fall there may be an absence of the rush noticeable last year, but steady business soon makes up a good aggregate, and it is steady business that jobbers are experiencing now. Future delivery orders are somewhat heavier noticeably in harvest tools, and guns and ammunition. but it is evident that dealers will not book much ahead until the fall. The major part of the trade done, therefore, is in sorting orders, and the quick repetition of many of these shows that stocks generally in dealers' hands are not overlarge.

Trade conditions improve each week. The hot weather is forcing the crops splendidly, and if things go on as they are doing now, farmers will have money to burn. Dealers from country districts are very satisfied with the prospects. Trade has already leaped forward with the good seeding, and with a continuance of the warm weather much better business is anticipated. With the increase in industrial activity dealers in the large towns are likewise experiencing a better call. Builders' hardware and carpenters' tools have been in exceptionally good demand, as well as hose pipe and lawn mowers. A stronger call than ever for egg crates show the development of poultry farming, and the great prospects of egg selling.

Prices generally are firm. Certain types of Winchester rifles are now listed higher, the discount remaining the same. Manufacturers and jobbers continue in a position to deal with all business promptly, and there is no doubt that Canadian manufacturing activity is such that domestic firms can well look after all trade coming their way.

Builders' Hardware—Builders' hardware continues to be one of the most prominent selling lines. Dealers from outside districts report good trade, with plenty of building going on. In Montreal a marked activity is apparent, and the permit office has been very busy these last few days. The greatest number of permits granted have been for dwelling houses. At a meeting this week of the Master Bricklayers' Association it was announced that the trouble with the Bricklayers' Union was practically over, and that little interference with building was now being met with. This will help to stimulate trade, and tend to make dealers less conservative in their ordering. Good business has been done this week, and door sets, brass, bronze and steel escutcheons, electric push buttons, and door handles, are moving well.

Railroad Supplies—Heavier orders have been received this week, and good consignments of picks, hammers, track spikes, wheelbarrows and blasting powder, have gone out. The announcement that the Grand Trunk Pacific will require next month 6,000 men on their western sections, and 3,000 on the Fort William section, will stimulate trade to a great extent. Other construction camps are buying freely. Prices generally are unchanged.

Spring Goods—With the weather so favorable for gardening, a strong movement has taken place in lawn mowers, hose and tools. Repeat orders show that dealers are experiencing a steady demand. The continuance of the warm weather has kept up the demand for refrigerators, ice tongs and ice cream freezers. Kitchen utensils are not moving now so well, screen doors, screen window frames and carpet sweepers are in fair demand.

Carpenters' Tools—Sorting orders are fairly heavy, and it is evident that dealers generally are having a good call. Carpenters are well employed, while farmers are still spending odd moments in putting their outbuildings into condition. Planes, hammers, and saws are in best demand.

Sporting Goods—Fishing tackle has moved well this week. and, as it is evident that this sport will be freely indulged in, dealers should push these articles well. Tents and camping out accessories are in good demand, as well as baseball and lacrosse outfits.

Nails—Nails continue to move well at $2.30. A stimulated trade is reported from all quarters. Bolts and nuts are in better demand, and heavier booking is anticipated.

Screws—Trade shows improvement in all sizes. We continue to quote discounts at 85 and 10 off for flat head, bright; 80 and 10 for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head brass.

Harvest Tools—Hay fork pulleys, carriers, forks, scythes and rakes are commencing to move well now, the crop prospects assuring dealers of a good demand. Prices generally are firm, and good business seems likely to open out.

Cutlery and Plated Wear—Sorting orders maintain strength, and it is evident that dealers are well stocking up for the June demand. All lines have improved, showing that a more general assortment is being displayed this year.

TORONTO HARDWARE MARKETS.

Toronto, May 28.—While the volume of business done during May did not equal April, jobbers have generally had a satisfactory month. April is usually the best month of the year, and this season the lack of buying in the first quarter helped to swell the April total. The rush over, business fell back to its normal strength and May showed a steady trade, figuring probably from two-thirds to three-quarters of that of 1907.

Jobbers could easily handle more business, in fact they could do so with little extra effort, as it is more trouble to ship half a dozen rakes than a dozen. Packages would not have to be broken and retied. But they are satisfied to see retailers buying conservatively and not overstocking. Western jobbers have been in fact cutting down the size of the orders themselves, sending their customers an assortment of quarter or half dozen, instead of dozen lots.

Manufacturers report a distinct improvement in feeling and a greater willingness on the part of dealers to book orders for fall delivery. Experience has shown that the merchant who ensures his stock by booking ahead is the most farsighted and this year, with the decrease in production, should be no exception to the rule.

There is no law compelling merchants to take an optimistic view of things, but those who do not are undoubtedly penalized. It is only a few weeks now before farmers will be cashing in on this year's crop and the merchant or store suggesting graveyard memories is not going to encourage trade.

No price changes are reported in hardware lines this week. Radiator manufacturers, however, have issued new lists

showing an advance of about 5 per cent. on three, four and five-bar radiators. Discounts are unchanged.

Harvest Tools—A lively demand exists for this class of goods. The spring has been favorable to the growth of grain in most districts and farmers are getting their tools and implements in order for the harvest season. Bolts for repair work are also in demand and binder twine is being shipped to Western Ontario points. Carryover stocks of twine in Ontario were light, but they are understood to be heavy in many portions of Western Canada. Prices are unchanged.

Summer Goods—Poultry netting, wire fencing, wire cloth, garden tools, etc., are still in demand in the towns and cities. Lawn mowers are also experiencing a surprising demand, but lawn hose has not sold so well as last year, owing probably to the many rainstorms in May. Hammocks, screen doors, freezers, and other summer goods are in fair demand. No price changes.

Sporting Goods—Some inquiries are being received for guns and ammunition but the real movement in this line will not take place till June. Baseball and lacrosse supplies are in demand and fishing tackle is selling well.

Cutlery and Silverware—Carvers and case goods are being ordered freely for June wedding trade. Cut glass is being included in many orders, while flat and hollow ware is selling well.

Builders' Hardware—Indications point to a good building year and the demand is as good as could be expected. Mechanics' tools are also giving jobbers some good business.

Heavy Goods—A seasonable demand exists for wire nails, screws, bolts and nuts, etc. Stocks of all are complete, with the possible exception of a few sizes of screws. Bolts and nuts are in demand by farmers for repairs to farm implements. Wire nails continue unchanged at $2.30.

Kitchen Ware—Oil stoves are in good demand, along with refrigerators. Washing machines and wringers are also selling well, with carpet sweepers in fair demand, along with bread and cake boxes. Enamelware and other fruit season supplies are being included in sorting orders.

Camp Supplies—Orders for wheelbarrows, picks, axes, powder, etc., are being placed by railway contractors and mining prospectors. Camp stoves are also in demand, while canoes, rifles, revolvers, hatchets, and similar goods, are included in most orders from the northern districts.

MONTREAL METAL MARKETS.

Montreal, May 29.—Despite the interruption of the holiday, fair business has been done locally, while inquiries seem much more to the point. Orders are still lacking in bulk as a whole, but one or two large ones have gone through this week, notably in copper, and this, combined with the greater activity in manufacturing circles, point, it is hoped, to the commencement of a stronger movement in metals locally. Despite the fact that the primary markets, with the exception of copper, are weaker, local prices are inclined to be firmer, especially in copper and spelter. This is due to the better volume of business going through.

Tin has fallen remarkably in the primary markets, and the bears are reaping a good harvest. A fall of nearly £6 in seven days shows how weak the English market has become. The near approach of another Banca sale is probably largely responsible for this, but had not the demand fallen off in New York so completely, prices would have held better. Copper holds firmly in New York, despite continued fluctuations in London. There is a much stronger feeling of confidence in the States. In the past two or three weeks there have been several promising indications of a change for the better in trade conditions. Manufacturers are putting more men on, foreign capitalists seem to be more approachable, while the security market has advanced in a marked degree. This increase in financial values, representing as it does greater confidence on the part of the investing public, is looked upon as a most encouraging sign. The metal market is a good barometer of trading conditions, and in present circumstances, with finished articles in manufacturers' hands far from heavy, it will be among the first to show signs of the anticipated turn in trade generally. The fact that copper has held so firmly seems to show that considerable improvement has already taken place. The American pig iron market, which for months now has been in a very weak state, with little business doing, and cutting going on to extreme lengths, has taken a turn for the better this week. Several of the larger foundries have come into the market with very large orders, one being for 35,000 tons, and this has naturally made prices firmer. The steel manufacturers also have decided to maintain their prices, and this on the top of the better trade movement in pig iron, had helped to strengthen confidence. If there had not been a stronger feeling in pig iron, however, the action of the steel magnates would not have tended to improve the situation, that is, so far as the iron industry is concerned. Taking everything into consideration, therefore, the metal situation is not at all unfavorably placed even though speculation is "bearing" the primary markets.

Pig Iron—Pig iron remains firm in the English market, and Cleveland warrants are quoted at 50s, the same price as noted last week. With the settlement of the shipbuilding dispute, which threatened to play havoc with the English iron and steel trade, the signs of weakness, to which we alluded in our previous issue, have disappeared for the time being, and the market is now firm again. As we have said, the United States market is stronger, and generally the pig iron situation is much firmer than it was. The States steel manufacturers have decided to maintain prices at their present level. The opinion was expressed at the meeting that reduced prices would not increase purchases, and that customers did not expect or desire a change. Providing the signs of improvement now showing, mature the action of the steel interests, will not arouse much comment. But if pig iron in the States goes back again, there will be no limit to the grumbling.

Locally, fair business is doing, and the prospects seem very favorable. Some large consignments are on the water, and inquiries point to larger movements in the future. Middlesboro, No. 3, $18; Summerlee, No. 2, $20.

Tin—Tin has declined remarkably in the English market, and is now quoted at £130 12s 6d, which is a decline of £5 17s 6d on last figures quoted. The price in New York is around $29.25. Renewed liquidations across the Atlantic have broken the market badly, and the nearness of the Banca sale has not tended to improve matters. The English demand is still on the quiet side, as is also the American one. Buyers in New York are evidently waiting the result of the Dutch sale to see what effect it will have upon prices in London. Locally the demand is quiet, but prices have held firmly, despite the fall in the primary markets.

Copper—The New York market continues firm, and is unaffected by the fall in English quotations, which is due probably to a strong bear movement. The prospect, so far as the States is concerned, appears to be good, with consumption showing signs of a return to more normal conditions. Producers appear very confident of the future, and will not reduce their prices. There seems to be a slight recovery in the European demand, and it is hoped that this will improve. If copper is not turned out too fast, it looks as if the market would shortly become much stronger. Locally business has improved, some rather large orders going through, and with the continued strength of quotations in New York, prices have been raised 50c for ordinary sized orders.

Lead—Following an advance in price, lead has had a reaction, and, with buying poor, prices generally are reduced. The English market is quoted at £12 17s 6d, a decline of 5s 6d on last figures published. Locally trade is somewhat quiet, and we cut quotations for imported pig 10c, making the price now $3.70.

Spelter—Although spelter has dropped a little in the English market, being quoted at £19 15s, it remains fairly steady East St. Louis. Buying, if anything, is stronger, especially so locally, where prices have been raised 25c. We now quote spelter at $5.25.

Old Metals—Figures are unaltered, with the market dull. Heavy copper and wire, 10½c; light copper, 10c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $13; No. 2 cast, $10.

TORONTO METAL MARKETS.

Toronto, May 29.—As reported last week, the local market is rather quiet and the prices remain unchanged at present, although indications point to an easing off in most lines before another week goes by, as both the English and American markets have declined somewhat. The past week's business is slightly improved over that of the

previous one and the prospects are more hopeful for future trade.

There has been a material improvement in the inquiry for pig iron and the feeling grows that the present low prices are very close to the bottom. A number of furnaces in Pennsylvania and Ohio, which have been idle for some time now, will blow in early in June, and before the end of July the pig iron situation in the United States will have greatly improved.

An easier tone prevails throughout the iron, steel, copper and tin markets, and now that the low point of depression seems to have been passed, the situation is taking a turn for the better, and it is but a matter of time before things are back to healthy and natural conditions. Especially is this so with regard to copper. One fact which appears to indicate this is the apparent abundance of money in certain sections of the American continent and the broad and generous market for securities. Of course, political developments and business confidence count for much, but these two conditions seem to improve from day to day. Although the price is low there appears to be plenty of copper to supply the demand and yet there is an absence of stocks in both producers' and consumers' hands. Up to now the export of copper from the United States has been good, but Germany, which has been a fair customer, is at present suffering from a little depression of her own. This applies, too, to the Far East, where Japan has a crisis on a small scale and the Chinese mints are closed to copper coinage. Both these countries are now trying to find buyers for some of the copper lately imported by them. Europe continues to take some copper stocks and this keeps the market in fair condition. As soon as the manufacturers who use copper resume full time in their factories copper will again be a factor in the metal market. This must come soon, for the stocks of copper manufactured goods are low, and yet there is a steady and increasing demand for them.

Tin plates and sheets are holding their own, but wire, lead, spelter and other lines are rather quiet. Tin has dropped one dollar on the local market.

Pig Iron—There is a better tone to the market and there appears to be more life. Inquiries continue to be received, but the actual business done is on small orders. Prices locally remain as quoted a week ago: No. 2, Canadian foundry, $18.75; Middlesboro No. 3, Summerlee No. 2 and Cleveland No. 1, $20.25.

Tin—There is a moderate recession in the primary market and the local quotations have dropped a dollar, the prices now standing at $31 to $32. There is a corresponding decline in the English and United States markets. A fair business in small lots is being done locally. The United States' demand has been light and this, while the Banca scale was in sight, is said to be the cause of the drop in London, which naturally affected the New York price. The Banca sale went at a low price—$28.45, New York—and there was an almost immediate recovery in the English price. Jobbing demand continues slow and rather dull.

Plates and Sheets—No price changes are expected before the fall. Galvanized sheets are going out very well, and in tin plates and black sheets a fair business is being done.

Copper—Prices remain unchanged and firm. There was a slightly easier tone early in the week, but the bottom appears to have been reached about the middle of May, since which time the quotations have been on the whole slowly rising. Although present supply is sufficient for the demand, neither dealer nor customer is carrying any stocks, and the prospects of another decline in price are said to be very slim. The local market for casting ingots is still at 13½ cents, and on this basis considerable business has been done.

Lead—Locally, lead is easier, being quoted now at $3.75 per hundred pounds for foreign pig against $3.80 a week ago. Lead in the United States went down and then up again during the week, due to a number of causes; but the advance in London had a helpful effect. The advance in lead, according to one authority, is principally due to a speculative demand, based upon a belief that improved business conditions will soon be seen.

Spelter—Rather dull and quiet remains the spelter situation. The recent rise in lead did cause some interest and inquiries for future sales were made, but sellers refuse to book orders for futures, and are accepting only immediate delivery business. There is a possibility that the unusual condition of lead commanding a better figure than spelter, as occurred in 1900 and 1901, may occur again this year. Local conditions remain unchanged and the price for foreign is $5, as quoted last week.

Old Materials—Fair business is being done at the prices which prevailed a week ago. Fair stocks are being carried, but there is very little accumulation going on. Heavy copper and wire are at 11c; light copper, 9¾c; heavy red brass, 9¾c, although one sale at 10½c was reported; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 3c; zinc, 3c; No. 1 wrought iron, $9; stove iron, $11; machinery cast iron, $14; rubber, 6c.

U. S. METAL MARKETS.

New York, May 28.—The Iron Age says: "The developments in the pig iron markets have been followed with the closest attention by the whole trade, because they illustrate what follows a sharp decline made to bring out buyers. The deadlock was broken by a leading southern interest, which promptly booked a very large tonnage, and was followed by others with similar results. Their prices were then restored to the $11.50 basis for No. 2 foundry at Birmingham, other southern makers advancing their price to $12, with higher prices for distant deliveries. In some sections, notably the tidewater markets and New England, other sellers followed the break later on, the result being a decline during the past week, which brings them closer into line with prices reached before in the central west. The result has been that a good deal of additional business has been closed in the central west, and that a comparatively large tonnage has been placed at tidewater and in New England, Foundry No. 2 selling in that part of the country at $16.75.

"The transactions have been characterized as somewhat speculative on the part of the consumers, since they were certainly not made, in some conspicuous instances at least, in order to cover requirements actually in sight. In other words, melters have bought the pig iron because they were convinced that the prices were close to bottom, and not because the metal was actually needed. So far as can be learned the actual current consumption of the founders and others consumers of pig iron has not materially improved during the past month or six weeks. The atmosphere has cleared pretty thoroughly during the past two weeks and the pig iron business is on a much sounder basis.

"There has been no improvement in bars, and in spite of efforts to hold the industry together low prices continue to be made.

"In the merchant pipe trade there are some good contracts in prospect, and cast iron pipe makers have little to complain of so far as tonnage is concerned, wretched, though selling prices may be."

U. S. IRON TRADE.

Cleveland, Ohio, May 28.—The Iron Trade Review says: "The pig iron situation at present continues to command the general interest in iron and steel lines. Inquiries calling for encouraging amounts are coming to sellers with regularity, and a larger tonnage of iron in the aggregate than has been disposed of since last fall is being placed under contract. It is conservatively estimated that about 200,000 tons of northern and southern iron have been sold since the new note in the market was struck two weeks ago.

"Increasing faith in the permanency of the improvement is being expressed by many furnace interests as the greater movement continues. It is felt that the market has touched its lowest point, and that the recovery from this time on will be sure and steady. The presence of a large element of speculation in the present buying activity is, however, tending to raise some question as to its genuine strength. The prevailing low prices are especially inviting to melters of all classes, and many of them are buying iron with no regard to providing favorable conditions for plant operation in the future. There are no clear evidences to be seen that the trade improvement among the foundries and iron and steel mills has been commensurate with the rather sudden display of life in the iron market. The true test of the situation will likely come with a rising market. There are present indications that the latter condition is not improbable, particularly in basic, where the increased demand and the conservative selling policy of the comparatively few producers is causing a stiffening effect upon prices."

Quebec and Maritime Provinces

Canadian Solves Copper-Hardening Problem—New Buildings on Prince Edward Island—Halifax Spring Trade Good—New Manager for St. John Rolling Mills—Workingmen's Co-operative Society Store in Sherbrooke.

ST. JOHN, N.B.

May 26.—Business has been opening up very good during the past week and the merchants are consequently in good humor. It is noticeable that there is no trouble in getting shipments of goods this season, as has been the case in other years. The dealers say all orders are filled promptly and the manufacturers are literally falling over one another to get them and there is no delay about deliveries of goods. There has been practically no change in values.

There is a steady demand now for refrigerators, ice cream freezers, lawn mowers screen doors, window screens and all kinds of harvest tools. Painting accessories of all kinds are also going out freely. In the sporting goods line there is a brisk demand for fishing tackle, while baseball bats, balls, hammocks, swings, etc., are having a good run.

* * *

William Bruckhof, managing director of the Portland Rolling Mills, in this city, has resigned from the management and George H. Waring is now acting manager. Mr. Bruckhof told your correspondent that his term as manager expires July 1st and he feels that he has earned a rest. He will still remain a director of the company and will assist Mr. Waring for a time in looking after the company's affairs.

* * *

At a special meeting of the school board last week Architect F. Neil Brodie submitted a report on the cost of installing safety appliances on the public schools. The estimated cost is about $13,500. This would provide for fire escapes of the latest pattern and changes in the exits, etc. The matter was laid over to be further considered at a special meeting next week. Plans for the proposed new annex to the Winter Street school will be considered at the same meeting.

SYDNEY, N.S.

May 26.—That the problem of hardening or tempering copper, which has engaged the attention of metallurgists for centuries, and which is at present consuming the time and patience of thousands of scientists and metal workers the world over, has at length been solved, is the claim of P. J. A. Douglas, who is now visiting this city. If this claim is well established, and Mr. Douglas says that he is prepared to demonstrate that it is, it means something akin to a revolution if not in the metal trades generally, in the industries into which the production and manufacture of copper enters.

Mr. Douglas is a son of the late Peter Douglas, who, for thirty years, conducted a foundry in Halifax, which industry is being continued by another son. It was in this foundry that Mr. Douglas, the inventor, gained a knowledge and experience of metallurgy which proved a valuable asset in the experiments that led to the important discovery above referred to. But, with becoming modesty, Mr. Douglas shares the credit for the invention with Elias Cleveland, a blacksmith, of Chester, N.S., and a relative of ex-President Cleveland of the United States. Messrs. Douglas and Cleveland were experimenting on the process for hardening copper for a period of fifteen years before success crowned their efforts and now that the object of their researches has been attained, they mean to make the most of it, using a degree of prudence which has not been the distinguishing characteristic of less fortunate inventors.

During a recent visit to the United States, Mr. Douglas came in contact with the leading copper magnates, who made propositions to him for taking over the process on a royalty basis, but with that keen foresight which characterizes the Scotsman, Mr. Douglas declined to consider any terms except those which would guarantee absolute security to the interests of himself and co-partner. Other schemes have been suggested to the inventors, but these have met with a similar fate.

The importance of hardened copper in the realm of metallurgy is signalized by the fact that there are about ten thousand men in the United States today who are aiming at a solution of the tantalizing formula. Mr. Douglas met at least fifty people affected by this fever during his recent visit to the States, the experiments of all of whom had spelled failure. When it is considered that there is a large premium offered by nearly every government on earth to the man who discovers a process for tempering copper, it is not difficult to find extenuation for the eagerness of those who are in question of this hitherto elusive amalgam.

During the course of an interesting conversation with Mr. Douglas the other day, Hardware and Metal was given a partial demonstration together with some valuable information as to the value of the discovery.

"Of course," said Mr. Douglas, "I cannot give you the secret of the formula, but I can say in a general way that we claim to take ordinary pure copper, submit it to a certain process and create a physical change in the metal. As proof that this can be accomplished I will give you ocular demonstration." Mr. Douglas then produced a razor-shaped piece of reddish yellow metal, rubbed the edge on the palm of his hand a half a dozen times and proceeded to shave the hair off his wrist. Taking an ordinary lead pencil, he cut off a section of it with the razor-like blade, but this process, which would have left a palpable gap in an ordinary shaving implement, produced not the slightest visible effect on the edge of the yellow blade shown by Mr. Douglas.

Speaking of trolley wheels produced in his own metal, Mr. Douglas said he had made tests of these as to conductivity and found them equal, if not superior, in this respect to the ordinary copper material. He had made no tests of strength, however, not having the necessary apparatus.

"Perhaps you are not aware," continued the inventor, "that the greatest single consumption of copper is for condensor tubes, a battleship alone having from 30,000 to 40,000 pounds of condensor tubing in it, and owing to the corrosive effect of sea water this tubing must be continually replaced. The material employed is usually either Muntz metal—60 per cent. copper and 40 per cent. zinc—or else a mixture of 70 per cent. copper, 29 per cent. zinc and 1 per cent. tin. Now, I think we can do better than either of these. I have taken a section of condensor tubing made out of our own material and another of the ordinary amalgam and placed them in separate jars of salt water, and have found that while after an exposure of eighteen days the latter has shown evidences of corrosion, the former has remained unimpaired."

"According to that the naval authorities should be interested," was suggested to Mr. Douglas.

"I am beginning to interest them," replied Mr. Douglas. "I have not only submitted samples to every expert in Canada and the United States, but the British Government has become interested in the discovery. When I return to Halifax in a few days I have an appointment with a representative of the admiralty there, who will take the matter under careful consideration. I have also exhibited samples to United States Consul George N. West, of Sydney, who will make representations to his government."

Messrs. Douglas and Cleveland are also interested in a process for hardening aluminum, upon which they have been working for about five years, with the result that they have been able to impart a degree of strength to the metal equal to that of iron. A piece of about the thickness of blotting paper was shown to be capable of resisting an ordinary man's bending power while retaining its specific gravity. A large quantity of aluminum, owing to its lightness, is used in the construction of airships, automobiles, etc., and in portable machinery

where a combination of lightness and strength is found desirable.

Mr. Douglas is a young man of prepossessing exterior and shows thorough knowledge and experience in the field of metallurgy. His faith in the ultimate success of the invention is unbounded and his absolute conviction of its great utility is one of the things that impresses those who come in contact with him.

HALIFAX.

May 23.—With the filling and shipping of spring orders, which are now pretty well completed, trade is a little quiet as is usual at this season of the year. Business on the whole has been very good this spring, the orders coming in with a rush. Prices are pretty steady at present. Collections are not quite as satisfactory as they might be, but they will probably improve later on. Builders' supplies are in good demand locally. Fishing nets are somewhat easier this week, the American nets being quoted at 50 per cent. off the list. Gourock Scotch nets are still selling at a flat rate, and the agents for these goods appear to be getting a good share of the trade.

The quotations on the various lines are as follows:

Paris Green—Standard, papers, lb., 27c to28c; tins, 28c to 29c.

Bar iron, $2.25; black sheet iron, 24 gauge, $2.35; galvanized iron, 24 gauge, $4.00.

Poultry netting, 50 yard rolls, 19 gauge, 30 in. wide, 2 in. mesh, $1.50; 36, $2; 42, $2.25; 48, $2.50; 60, $3.00; 72, $3.75.

Fencing wire, plain, twisted and galvanized, 100 lbs., $3.25; barbed wire, 100 lbs, $2.90. (Canadian and American makes.

Bright staples, kegs, 100 lbs., $3; galvanized, kegs, 100 lbs., $3.25.

Horse shoes, "Montreal Rolling Mills," kegs, $3.85; "Snowball," 25c extra each size.

Horse shoe nails, "C" brand, per box, No. 4, $5; No. 5, $3.75; No. 6, $3.25; Nos. 7 to 9, $3; Nos. 10 to 12, $2.75.

Screws, selling discounts are: Flat heads, bright, 85 per cent.; brass, 75 per cent.; round heads, bright, 80 per cent; brass, 75 per cent.

Steel, tire, $2.75; spring, $3; machine, $3.50; sleighshoe, $2.75; toe-calk, $3.75; cast steel, lb., 8½c to 13c. (All quotations base).

White lead, Canadian, 25 and 50-lb. irons, $6.50; Brandram's, B.B. genuine, 25, 50 and 100-lb. irons, $7.50.

Zinc, casks, $6.50; small lots, $7.

Spelter, lb., 6¾c.

Pig lead, Canadian, $4.75; English, $5; sheet lead, rolls, cwt., $5.50; small lots, cwt., $6.

Glass, 50 feet, 1st break, $1.65; 2nd, $1.70; 3rd, $2.25; 100 feet, 1st break, $3; 2nd, $3.25; 3rd, $3.50; 4th, $4.

Tin, ingot, lb., 36c to 37c; coke tin plates, $4.25 and upwards, according to quality and quantity.

Turpentine, cask lots, gallon, 75c; smaller quantities, 85c.

Linseed oil, bbls., gal., 60c; smaller quantities, 65c.

COATICOOK, QUE.

May 19.—N. W. Thomas, who has for many years been a merchant here, died this morning. The late Mr. Thomas was one of Coaticook's leading citizens and was well-known throughout the Townships, as well as elsewhere. He was a director of the Eastern Townships Bank since 1888.

* * *

A serious fire occurred at North Hatley, a few miles south of Sherbrooke, on May 16, the brick building owned by T. V. Reed was completely destroyed by fire. The building contained three stores. The loss is estimated at $7,500, while the insurance is only half that amount.

* * *

The Working Men's Co-operative Society of Sherbrooke, opened its doors for business on May 1, at 88 Marquette St. The Society was organized under the Quebec Syndicates Act of 1906. At present only groceries are sold, but later on should the enterprise be successful, other lines will be added, a departmental store being the ambition of the society. The shares are $5 and members purchase their goods at a discount of 5 per cent., while they share in the half-yearly division of profits if such there be.

GEORGETOWN, P.E.I.

May 26.—The contract for the construction of the Bank of Montreal building to be erected in Charlottetown has been awarded to Love Bros. of that city. The building is to be erected on Grafton St. on the site which is now occupied by Hutcheson's confectionery and Conroy's boot and shoe store. The new building will be constructed of Island stone and when completed will be one of the finest edifices on Prince Edward Island and will be a welcome addition to the architecture of Charlottetown.

* * *

Tenders are called for the erection of a new church by the building committee of St. Mary's congregation, Summerside. It will be remembered that the old one was destroyed in the great fire of last year.

* * *

W. W. Jenkins, Son & Co., are having improvements made to their store on Kent St. Two large plate glass windows are to be put in.

* * *

Business on the whole is good. Collections are fair. The demand for paints and oils is above the average and customers want the best to be had.

Trade Doings in Ontario

Building Trade Activity in Guelph—Farmers About Ingersoll Buying Cement—London's Rolling Mills Buying G.T.R. Old Rails—Chatham to Celebrate Dominion Day—Window and Interior Displays.

KINGSTON.

May 27.—The merchants report business rather slow the past week on account of the farmers being busily engaged in seeding, but the trade is gradually improving and the arrival of warmer weather has made a decided increase in most lines. A prominent place has been given to screen doors and windows, ice cream freezers, refrigerators and all such lines of seasonable goods.

* * *

McKelvey & Birch, hardware merchants, have arranged a little temporary kitchen on the second floor of their store, for the purpose of demonstrating the use of the "Scott roasting pan," and Miss Andrews, of Montreal, has been canvassing the city the past few days in the interest of the pan, and will on Thursday, Friday and Saturday, of this week, show the pan in actual use by cooking beef, fowl, etc. All ladies interested in scientific cooking have been invited to visit the store on the above mentioned days and partake of the "free lunches" which will be set before them.

* * *

John McKelvey, senior partner of the firm of McKelvey & Birch, hardware merchant, left on Tuesday for Atlantic City to spend some weeks for the benefit of his health.

* * *

The dealers in fishing tackle are getting their display ready for the summer. The fishermen's accessories are arranged with artistic taste in a number of the stores. Business along this line has been very good the past few days, a large number of people taking advantage of the holiday on Monday. The hardware merchants remained open until noon on the holiday, and the sporting goods merchants were open all day in most cases.

* * *

A meeting of the civic industries committee was held last week to consider the application of R. E. Cushman for

an option on the smelter property granted a year ago to the Stanley Smelting Company, on certain conditions. Mr. Cushman represents this company, which has failed to carry out its agreement with the city to establish a lead smelter here. The company was to have completed a $40,000 plant within twelve months, and to have it in operation, to employ fifty men at least forty weeks in each year, and to pay aggregate wages of not less than $750 a week. Any time after operations commenced the company was to have the privilege of purchasing the land for $3,000. If the plant was operated continuously for ten years, then the company was to get a grant of the land without payments. Owing to its inability to raise the necessary capital the Stanley Company was unable to carry out the agreement made with the city, and, accordingly, the agreement lapsed. Mr. Cushman's application for a three months' option on the property was considered by the committee, and it was decided to recommend to the city council that Mr. Cushman be given the option, and that the land be sold at the end of three months for $3,000, on payment of that sum, the city to make a new agreement with the Stanley Company similar to the old one, with regard to exemption from taxes.

J. Hewiston's New Store at 902 Yonge St., Toronto.

TORONTO.

May 27.—Considerable interest is being manifested in the hardware baseball league games, last Saturday's game resulting in a win for the Rice Lewis team over the Howland nine. The week before the opening game was played, Rice Lewis going down to defeat before the Aikenhead players.

* * *

Fred. G. McBrien, the youthful Bloor Street west hardwareman, continues to take a lively interest in politics, he being president of the Northwest Toronto Conservative Association, and chairman of the campaign committee for A. W. Wright, the Independent Conservative candidate.

* * *

G. B. Loree, 975 Bloor Street West, has reopened his store for business, after a temporary suspension.

* * *

The cut on this page shows the arrangement of J. Hewiston's new store, on Yonge Street, Toronto. The store is square planned and the roominess of this arrangement has allowed the proprietor to make the central display shown in the cut. The ten-foot silent salesman in the front is attractively dressed with carving sets, shaving sets and cutlery, in addition to samples of several other lines. While at the sides are glass cases, containing paint brushes and kitchen utensils.

Another feature about the store is the Bennett box system, which is made to run directly to the ceiling. The system is ten feet in height and is reached by the aid of a track shop ladder. The paint department cannot be seen in the cut, but it is large and occupies a prominent position in the store.

In the rear of the hardware store Mr. Hewiston has a blacksmith shop, and carries on an extensive business in wagon and carriage repairs, which assists the hardware department in no small degree.

* * *

Retailers from all parts of the city report trade to be steadily improving. Building is again active, though not sufficiently so to provide work for all the available mechanics. The spring demand for gardening tools, fencing, etc., has been very satisfactory, and altogether trade is now in a very satisfactory condition.

* * *

The AutoStrop razor mechanical window display has attracted large crowds to the Rice Lewis store during the past fortnight. The easy manner in which the dummy figure stropped the razor blades encouraged many to enter the store and a fair number of sales were made.

* * *

An interesting feature of the foundrymen's convention in Toronto in June will be the iron and brass melting processes exhibited. This will be the first time in the history of the metal industries that foundrymen from Canada and the United States will have an opportunity to see every variety of molding machine.

* * *

A profit-increasing side line is offered by the automobile. If you have not given the subject some thought, do so now, and if your business is on a street or road used by motorists the benefits derived by laying in a stock of automobile supplies will be surprising if handled right.

In the cities and larger towns automobile garages are common and in such places the best policy for the hardware merchant is to leave the handling of these supplies alone, but this does not apply to dealers in villages and small towns and near summer resorts, where touring cars are common and where repairs are scarce and garages few.

You may be prejudiced against automobile owners and automobiles, but if you can advertise the fact that you keep supplies it will be surprising to find how many accidents happen to the automobile that can be turned into profit for you.

The handling of supplies is to a certain extent risky for the reason that they are expensive, and if unsold depreciate in some cases to such an extent that they are useless next season. For this reason a dealer should buy with the utmost discretion a supply of gasoline, a few tires, covers and tubes, spark plugs and dry batteries. These are the only lines safe to carry, and, perhaps, it would be advisable to eliminate the tires at the start as they are expensive and depreciate to a great extent in short time.

The profits offered by this line in the opinion of Toronto authorities should be good. There is nearly 100 per cent. on the goods and in the case of the spark plugs and storage batteries they will be in just as much demand by owners of gasoline boats as by the auto enthusiasts.

HAMILTON.

May 27.—The holiday atmosphere this week has had a tendency to put a crimp in the retail hardware business but the dealers declare that last Saturday was the best day they have had since Christmas. Judging by the way the people are beginning to spend their money it would seem that the hard times were a thing of the past, but to judge by the amount of business that is going forward and the difficulty which some merchants have in collecting accounts it would seem that the great majority has not yet gotten on its feet again.

LONDON.

May 26.—The hardware trade continues active, and the reports of the excellent condition of the crops have had the effect of strengthening the conviction that the feeling of uncertainty has disappeared so far, at least, as the farmers are concerned. The present revival is regarded on all sides as of a lasting character.

* * *

Representatives of the New Hamburg, Ont., Electric Meter & Stamping Company have been in the city looking over the ground with the view of securing a suitable site on which to locate their plant, as they are contemplating moving to London. The company, which will employ about sixty men, will be an important addition to the industries of the city.

* * *

The old steel rails which the Grand Trunk are taking up in this vicinity will be sold to the steel mills as scrap. Between London and Sarnia there are thousands of tons of such material. In some instances the rails may be put through the rolls again and made fit for use, but the quantity which will be good enough for such a process will be comparatively small.

* * *

"Ladies' Aid" is the name of a new cast iron range just turned out by the McClary Manufacturing Company. It has a twenty-inch oven, a non-breakable expansion top and an adjustable collar that may be used on top or at the back of the range. An important feature is the patent direct draft damper. Under the boiler drawer is a device which allows accumulating dust to pass into the ashpan. The oven is ventilated by means of holes at the back of the firebox, which, while giving ample ventilation, has the effect of lengthening the life of the firebox. The range is the result of considerable study by experts, and presents a most attractive appearance.

CHATHAM.

May 26.—The general hardware trade is looking good just now. Plumbing is a little slow, but there is every prospect that it will liven up at an early date.

* * *

Chatham is to have a Dominion Day celebration this year, the first for many years. The scheme was inaugurated at a Board of Trade meeting last week, and was taken up with alacrity. Committees have been appointed to look after the various branches of the work involved, and a considerable amount has been subscribed.

* * *

The C. W. & L. E. electric line was on Sunday opened through to Lake Erie, the first car crossing the M.C.R. on Saturday. The line as originally planned is now complete. An extension northward to Petrolea is understood to be next in order.

GUELPH.

May 27.—The Water Commissioners have awarded the contract for a new 3,000,000 gallon capacity pumping engine in connection with the waterworks extension to the John Inglis Co., of Toronto. The engine will be installed at once.

* * *

Harry Buchan, who has been employed for some time past at Stevenson & Malcolm's plumbing shop, left last week for Fort William, where he has accepted a position with the Higinbotham Plumbing Co. Harry will be greatly missed in the city as he has taken a very active part in sporting circles.

* * *

At the last meeting of the Guelph Board of Trade a letter was read from the Hamilton Board with respect to the cartage charges, and shipment to flag stations. A number of letters of commendation in the resolution passed by the Guelph Board were read from boards of trade throughout the country.

* * *

Harry Leader, an employe of the Guelph Axle Works, was polishing on a lathe in the factory last week, when a thread of the axle he was polishing caught his shirt sleeve, and drew it into the machinery, a hole being bored in his arm. He was taken to the General Hospital, and will be incapacitated for some time. Alex. Callendar, a molder in the employ of Taylor-Forbes, had the tendons of his arm cut by a heavy piece of furniture falling on them.

* * *

The Everton blacksmith shop, Wm. Smith, proprietor, was burned to the ground last week, with all of his tools and machinery in it. It was a total loss.

* * *

A new laundry and stable will be erected by the General Hospital Board, the total cost to be about $5,500.

* * *

Plans have been drawn up for the erection of a concrete block of stores, two storeys high, on the corner of Wilson and Macdonnell Sts., for S. Carter, to cost $10,000. Tenders are being called for.

* * *

John Bugg & Son, Wingham, have sold their stove, plumbing and tinsmithing business to W. J. Boyce, of London, who will take immediate possession.

N. B. Gerry, of Blyth, has removed his hardware stock to Fort William, where he conducts a hardware business. While lifting the heavy boxes filled with hardware, D. Tamon was unfortunate to have three fingers of the left hand broken.

* * *

E. F. Moyer, of the Metal Shingle and Siding Co., Preston, left last week for Moncton, N.B., where he will be employed all summer in erecting the skylights on the new car shops of the Intercolonial Railway.

* * *

The Berlin Water Commissioners have awarded the supply of pipe for the year to Gartshore, Thompson & Co., Hamilton; the hydrants to the Doherty Manufacturing Co., of Sarnia; the valves to the Kerr Engine Co., Walkerville; and the pig lead to J. Robertson & Co.

* * *

A partnership has been formed between W. R. Pinder and E. P. Paulin, Goderich, to carry on a business in stoves, plumbing, steamfitting, etc. The new firm to be known as Pinder & Paulin, and to be carried on at the stand hitherto occupied by W. R. Pinder. Both are experienced mechanics.

* * *

Another new firm organized in Goderich is Nicholson & Naftel, who state that they will carry a full line of hardware and sporting goods, making a specialty of vessel supplies. Jasper Nicholson, the senior partner, has been conducting a hardware business in Goderich for some time, while Knyvett Naftel, the junior partner, has been connected with the hardware business for some time, being on the road lately in the same line.

INGERSOLL.

May 20.—Although indications point to more than usual activity in the building line this season there has not yet been the demand for supplies that has marked the hardware trade in previous seasons. This, at least, is the way in which some of the dealers allude to the past month's business. The wet, cold weather has retarded building operations very materially, but a rush is confidently expected as soon as the real warm atmosphere comes this way. Some of the dealers report a very large sale of cement for building purposes. Much of this goes to the country, which may be taken as an indication that the farmers are still prosperous and have not lost their confidence in the future despite the much-talked-of depression, which with many was more imaginary than real.

* * *

The importance of appropriate window-dressing is difficult to estimate. The

object of window-dressing is to attract attention and increase business and there are many things that must be taken into consideration if the desired result is to be attained. Just a few days ago your correspondent happened to be passing a hardware store. At the time there was a very noticeable leak in the clouds—a state of affairs that had existed for several days. In the hardware window were a number of hammocks so suggestive of summer comfort—but whose thought's were of hammocks under such wretched weather conditions? This instance is merely mentioned to show that after all there are conditions which should have much to do in regulating window-dressing, and timeliness should always be regarded as a most important factor.

Lawn mowers have been in good demand for the past month. The grass has thrived under the long period of wet weather and even those who for years had borrowed their neighbor's machine have at last bought one of their own rather than make such frequent visits "next door."

* * *

A lower tax rate for the present year is a certainty. At the next meeting of the council the finance committee will recommend that the rate be struck at 21½ mills on the dollar. Last year the rate was 23 mills, and at the first of the year the present council hoped to get it down to the 21 mark. This would have been accomplished had not the estimates for school purposes been half a mill higher than last year.

West of the Great Lakes

Vancouver Property Owners Object to New Bridge—Moose Jaw Enthusiastic Over Crops—Seasonable Window Display at Saskatoon — Buchanan a Coming Business Centre.

SASKATOON.

May 16.—A well-trimmed window is to be seen this week at Cairn's store, and one which is attracting much attention. The goods shown are washing-day appliances, and are nicely laid out. There are washing machines, wringers, clothes baskets, washboards, tubs, mops, brushes, step ladders, etc. At one of the washers stands the full-sized figure of a laundry maid, supposed to be operating the machine. On the casing of the window directly behind, is a big sign, made up of scrub brushes, "Enemies of Dirt."

* * *

Prospects are good for the completion of railroad into the Goose Lake country, which lies southwest from here, and which is far-famed for its wheat production. This week a grading outfit has gone out to continue the grade which was begun last fall. The outfit belongs to the Northern Construction Company, and the work is being done for the C.N.R. It is expected that steel-laying will soon follow as the district is very much in need of a railway, and it will become more necessary as the season advances. It is understood that it is the intention of the contractors to push the work on as far as Calgary, thus passing through one of the finest wheatgrowing belts in the West.

BUCHANAN, SASK.

May 21.—Buchanan, though only two years old, and surrounded by homesteaders who are only putting in their first six months' duties, is making rapid progress. A two-storey brick hotel, the finest between Dauphin and Humboldt, is in running order and every line of business is well represented. The Saskatchewan Elevator Company is just completing a $3,000 lumber shed with a capacity of twelve carloads of building material. Three elevators were constructed last year and many new buildings are now going up.

* * *

The C.N.R. extension of the Russel line is coming in here, which will be the division of that line in conjunction with the Dauphin-Humboldt division on the main line, which is to be moved from Kamsack. It is expected that this new line will be pushed on to make connection with the Hudson Bay extension at Etiomami, and eventually run another line from here to Regina, which would make a direct route from that point to Fort Churchill, making Buchanan one of the best railway centres in the West. Therefore, the hardware merchants here look for some good business ere long.

MOOSE JAW.

May 20.—The prospects for a bumper crop for the Moose Jaw district never looked brighter. The seeding being practically all done, and not in years has the seed gone into the soil under such favorable conditions.

* * *

Building operations this year have been rather late in starting, but from the present outlook everything points to a large increase along this line in the near future.

* * *

The contract has been let for the erection of a new court house here and operations on the foundation have already commenced.

* * *

W. R. Rosborough, representing the Marshall-Wells Co., Winnipeg, is registered at the C.P.R. hotel, and reports a large increase in the demand for all lines of shelf and heavy hardware over the territory which he covers.

* * *

A by-law authorizing the expenditure of $110,000 for a new Collegiate Institute will be voted upon on May 26th, and from present prospects it should carry with a large majority.

* * *

There are prospects of several large business blocks being erected here during the coming summer.

* * *

Business in all lines of builders' hardware is picking up, and there is also a good demand for screen doors, screen windows, oil stoves and all lines of summer goods.

VANCOUVER, B.C.

May 23.—The Dominion Bridge Company has been awarded the contract for the superstructures of the bridges across False Creek at Granville Street and Westminster Avenue, to be built by the city. The tender of this company, at $369,279, was accepted by the city council at a special meeting held on Wednesday night. Now the point is mentioned if an injunction will be secured to stop the work. The building of the Granville Street bridge has been the subject of very considerable and acrimonious discussion. The new structure is high level, and will not be built on the same line as the old. The objectionable point to many is that it will end one block further up the hill, and the property-owners in this block, as well as others reached by the street which will be cut off, are making counter propositions and doing what they can to prevent the construction which has been passed upon. An injunction was talked of at a recent meeting, and if it is secured, the Dominion Bridge Company will not be able to go on with the work until it is disposed of. The Westminster Avenue bridge, however, may be proceeded with. The other tenders were: Cleveland Bridge and Engineering Company, of Darlington, England, $473,134; Canadian Bridge Company, $399,981; Midland Bridge Company, Kansas City, $444,886; Modern Steel Structural Company, Waukesha, Wis., $388,708; Strobel Construction Company, Chicago, $585,890; McClintic & Marshall Construction Company, Pittsburg, $396,302.

* * *

Tenders for hose have been awarded by the Vancouver City Council as follows: Vancouver Rubber Co., 2,000 feet Paragon at $1; Canadian Rubber Co., 2,000 feet Keystone at $1; Dunlop Tire & Rubber Co., 500 feet double jacket hose, $1; Western Oil & Supply Co., 500 feet Magnet at $1.10. The stipulation is that a test of from 450 to 500 pounds pressure shall be passed, and guarantees of four and five years.

* * *

The Victoria City Council is also wrestling with the hose problem, but at its last meeting did not come to a decision, although the recommendations of the committee were before it. The report of the committee was that 250 feet

of Amazon be purchased from the Graham Rubber Company, of Seattle, at 95 cents per foot; 2,000 feet of Paragon at $1 from the Gutta Percha Rubber Company; 250 feet of Keystone at $1, and 300 feet of one-inch chemical hose at 65c, from the Canadian Rubber Company. This recommendation was left over until a subsequent meeting.

* * *

James M. McLaren, of this city, a machinist, has invented an improved saw carriage set works designed to operate the head block screws of a saw carriage and set forward the log towards the saw or withdraw it therefrom any predetermined amount, the mechanism being automatically thrown out of action when the desired movement has been attained. The mechanism of the device is extremely simple in its construction and operation, and being applicable to any saw carriage with only slight modification of its existing parts, it will, it is expected, be quickly adopted by sawmill managers as soon as it is placed on the market. It will be manufactured locally, arrangements to that end being now in hand.

* * *

L. B. Peebles, manager of the Tacoma and Seattle branches of the Crane Company, which recently bought out Boyd, Burns & Company's plumbing and steamfitting supplies, is in the city, accompanied by Thomas Nau, purchasing agent for the company on the Pacific Coast. Crane & Co. will take possession on July 1st, and a portion of the extensive improvements to the building will be the addition of two storeys. The company has had a branch at Seattle for years, and it will be a factor in the trade in this territory.

* * *

Active construction on the G.T.P. at Prince Rupert is expected to begin by June 1st, and when that is in full swing an effect on trade is expected. Up to the present, there has been little construction of any kind, simply an assembling of plant and the building of necessary warehouses, and while there has been considerable talk, no appreciable effect has been noticed in the northern business. The warehouse which will be erected by the contractors at Prince Rupert, will be one of the largest on the coast.

* * *

Work of construction is progressing steadily on the buildings of the Canadian Pacific Sulphite Company at Swanson Bay. The expenditure for building and plant will aggregate half a million dollars, and just at present lumber and cement are being used in large quantities. The operation of this plant will mean a new town at Swanson Bay, which even now is a place of no small proportions, lighted by electricity and with many other modern accommodations.

* * *

M. J. Barr, of the plumbing firm of Barr & Anderson, left on Thursday on a trip to Chicago, Toronto and other eastern points, on business connected with the firm's numerous large contracts.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

AGENTS WANTED—United States firm manufacturing a well known and widely advertised Safety Razor would like to secure a Canadian agent. For full particulars address Box 716, HARDWARE AND METAL, Toronto. (tf)

CANADIAN AGENT WANTED for an article which sells readily to the wholesale hardware and sporting goods trades. For full information write Box 723, HARDWARE AND METAL, Toronto. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESSES WANTED

WANTED—Thriving hardware business in good town or city, stock from five to twelve thousand dollars, in exchange for 7% preference stock in a high class, clean cut manufacturing business in Toronto. A good man would be given responsible position in office or charge of sales department at a good salary. Apply Box 722, HARDWARE AND METAL. [25]

BUSINESS CHANCES

WANTED—One or more traveling salesmen who visit the hardware, cutlery and sporting goods trade, to take a line of Star Safety Razors and accessories as a side line on a commission basis only. Kampfe Brothers, 8 Reade St., New York City. (19)

TRAVELLERS AMONG DAIRIES.—Opportunities of making handsome profits on good side line, 25 p.c. to 50 p.c. commission. Apply "Corinth," HARDWARE AND METAL, Montreal.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, in one of the best towns in the Ottawa valley. An exceptional opportunity for anyone looking for an established business. Apply Box 717, HARDWARE AND METAL, Toronto.

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

TINSMITH WANTED, steady job, $12.00 per week, with chance of advance; must be steady and capable. J. B. Furniss, Sunderland. (21)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SCOTCHMAN, open July for engagement. Unique experience in open fire, fire-places and grates. Accustomed architects and good class private trade. Thoroughly practical, capable and up-to date man. Exemplary character, excellent credentials re ability and experience. Fullest particulars from Box 101, HARDWARE AND METAL, 88 Fleet St., London, England. (24)

HARDWARE SALESMAN, having at present management of large retail hardware business in the West, wishes to make a change for a similar position, or one as travelling salesman. 14 years experience. Best of references. Apply Box 5, HARDWARE AND METAL, Winnipeg, Man. [24]

EXPERIENCED hardware clerk, abstainer, non-smoker, wants position west of Winnipeg. Department and quantity of work immaterial. All regulations cheerfully observed. Apply Merington, Okotoks, Alberta. (23)

WANTED—Position as foreman tinsmith and plumber. Box 724, HARDWARE AND METAL. (25)

WANTED—Position as hardware clerk and assistant book-keeper. Good references. Box 725, HARDWARE AND METAL. (23)

SITUATION WANTED—Young man with ten years experience in the western lumber and hardware trade open for engagement. References. Looking for business opening. Address, C. F. Rannie, 335 Eleventh Ave. West, Calgary, Alberta. (22)

TINSMITH AND FURNACEMAN, two years' experience, wants job in country shop, Manitoba or Saskatchewan. Box 2, HARDWARE AND METAL, Winnipeg, Man. (23)

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

CANADIAN MACHINERY and Mfg. News, $1.00 per year. The only mechanical paper published in Canada; every foundry and manufacturer of hardware lines; or of anything made of metal, should receive this publication regularly; sample copy sent on request; condensed advertisements for "Machinery Wanted" will be inserted free for subscribers to "Hardware and Metal." "Machinery for Sale" advts. one cent per word each insertion. CANADIAN MACHINERY, 10 Front St. East, Toronto.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, May 29, Room 511, Union Bank Bldg, Winnipeg.

Weather conditions continue favorable for the growing crop. Heavy rains throughout the prairie provinces have been welcomed by the farmers, and the outlook is considered particularly good. Business is showing considerable improvement in sympathy with the better feeling resulting from the brighter outlook, and buying is more liberal than it has been for some time. Dealers who cut down their spring orders a few weeks ago are now forced to re-order, and in some cases are finding difficulty in getting the goods they want. The building outlook is none too brisk, however, and sales of builders' supplies are not so heavy as in previous years. Apart from public buildings and municipal enterprises, there is not the same amount ol building as in other years. While considerable improvement is expected before the summer is over, it is not likely that the figures for 1908 will equal those of 1907 in many centres.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

Wire Nails—$3 Winnipeg, and $2.55 Fort William; cut nails .: 0 per keg.

Cut Nails—Now $2.90 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—$1.75, 100 sq. ft.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 per cent.

Hooks—Brush, heavy, per doz., $8.75; grass, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., $9.25; 7-in. $10.

Builders' Hardware, Locks, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70,; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wringers—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14¾c. British manila, 11¾. Lath yarn, 10¾c.

Building Paper—Anchor, plain, 60c; tarred, 62½c; Victoria, plain, 67½c; tarred, 84c; No. 1, Cyclone, tarred, 84c; plain, 66c; No. 2, Joliette, tarred, 69c; plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee, plain, 67½c; tarred, 84c; Buffalo, plain, 67c; tarred, 62½c; Lion, plain, 55c. Perfection sulphite, $3.75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5. Bar iron, $2.50. Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Pig Lead—$5.50. Lead pipe, $7.

Sheet Zinc—Casks, $8; broken lots, $8.50.

Copper—Planished copper, 29½c per pound; tinned, $26½c.

Iron Pipe—Black pipe, ¼-in. $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box, $13.50; ½ box. $7,

Terne Plates—I.C. plates, $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8-inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45: Eocene, gal., 24c; case, $2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasolene, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand, bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 74c. Linseed oil, raw, 60c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

May 28.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 5o p.c.

Horseshoes, M.R.M., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, $3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 55 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, $1.85 per 100 sq-ft.

Shovels, first grade, $11.55; fourth grade, $7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, $9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, $8 doz.

Wringers, Royal Can., $38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manille, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Ammunition—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

White lead, pure, $7.75 per 100 lbs.

Boiled oil, barrels, 72c per gal.; raw, 69c per ga.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

FRENCH MERCHANTS SELL ON COMMISSION.

A new business wrinkle has originated in France. In going into a store, package goods are often seen tagged with a small stamp on each box or can. These stamps show the cost of the article, and are sold to the public at the same price that the retailer pays for them. Every month an accounting is made by the manufacturer, and the retailer is paid a commission on all the goods he has sold. The value of this system is that it prevents some retailers from underselling others and keeps the price up. The retailer is generally bound by an agreement not to sell them for less than the price marked upon them, and if he should sell them for less he may be sued in the courts for damages by the manufacturer. Although these articles are generally sold as agreed, there are undoubtedly isolated cases where sales are effected at less than the marked price by dealers who wish to obtain increase in their trade in spite of the agreement. Another class of articles is sold in packages which contain a premium ticket which is detached by the retailer. The ticket represents the profit made by the retailer and may be presented for payment at any time to the manufacturer.

HARDWARE TRADE ITEMS.

If you live in a creamery country, the department of creamery supplies ought to be an important one with you. It is not large, but there is a chance for business in good chunks.

Have you sold any electric bell outfits this summer? There is always a chance to sell these. Get some bright boy to put them in for you, or to buy them and put them in himself.

One of the new bread mixers ought to appeal to every woman to whom making bread is a dreaded task because of the actual labor connected with it. They are not expensive.

Whether you want to carry the same class of goods as is found in the racket store is for you to decide. But don't let the racket store cut into your trade. You can head it off if you try.

A COMPLETE LINE

We invite a close inspection of Pease Warm Air Furnaces, Pease Combination Furnaces, Pease Round Hot Water Boilers, Pease Round Steam Boilers, Pease Square Sectional Hot Water Boilers, Pease Square Sectional Steam Boilers, and Pease Economy Steam Heaters and Ventilators.

We can furnish apparatus for heating and ventilating Residences, Stores, Offices, Factories, Churches, Schools, etc., by Warm Air, by Warm Air and Hot Water combined, by Hot Water and by Low-pressure Steam.

We have made an exclusive study of the heating and ventilating business for over a score of years. The experience thus gained is at the disposal of our agents.

We maintain an Engineering Department, and every heating and ventilating problem sent us by our agents is made a separate study by a competent Heating Engineer.

We have received thousands of unsolicited letters from users of Pease Systems testifying to the superior quality of Pease plants, both as regards heat distribution and moderate operating cost.

Why not handle a line which is known to be entirely Satisfactory? Better write us to-day.

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water o Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

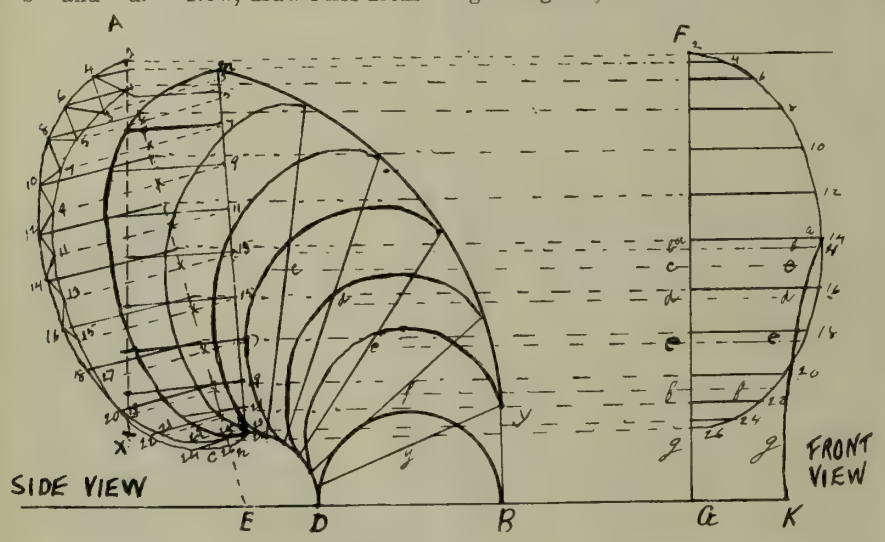
INTAKE FOR SHIP VENTILATOR.

To describe a pattern for an intake for a ship ventilator, in describing which it will be necessary to be able to draw an ellipse.

To construct an ellipse draw the line "CD" and then draw the line "AB" at right angles to "CD" and crossing it at the centre. Let "b" and "d" be the width of the ellipse and "c" and "a" the length. From the point "c" set off the width from "b" to "d," giving the point "e." Then divide the distance from "e" to "D" into three equal parts, showing the points "e" "f" "g" "h." Then with two of these points describe the circle shown in the centre. Then from the point "2" set your compass to the point "3" and sweep until you intersect the line "AB" at "b" and "d." Now, draw lines from the points "b" and "d" which shall cross the line "CD" at the points "2" and "3" and continue indefinitely. Now, from the points "b" and "d" sweep to the points "mm" and "ll." Then from "2" and "3" sweep the circles that intersect the line "CD" and meet the points "ll" and "mm."

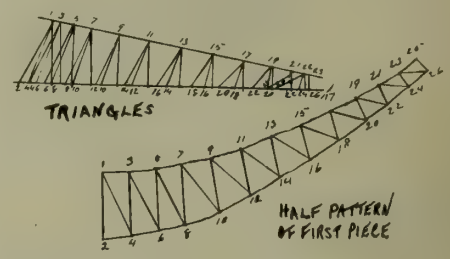
For the intake let the distance from "A" to "X" be the height of the intake. Draw the line from "A" to "X" and from "X" draw a line at right angles to "AX." Then with "X" as a centre strike the circular line to "Y," thus forming the back of the intake. The line from "A" to "E" shows the overhang provided to prevent rain entering the pipe.

Draw the line "YB" parallel to "EK." Let "D" and "B" be the diameter of the intake at the bottom. Then with "E" as centre draw the circular line from "C" to "D." This gives the throat of the intake. The over-hang is determined by the distance from "E" to "D" from which point "E" a line shall be drawn to the point "A." (Unless a plan be given you must use your own judgment in determining the shape of the article). Divide the circular lines from "A" to "B" and from "C" to "D" into the same number of equal parts, making them at least seven in number, thus determining the size of each piece. Let the points "a" and "14" be the width of intake at the large end. Draw a line from a square with the line "AC." Describe an ellipse with "A" and "C" as the length and "a" and "14" as the width. Divide this ellipse into any number of equal parts and draw lines from the points obtained at right angles to the line "AE," thus we have the solid lines drawn from 2, 4, 6, 8, 10, etc. Then from these points on the line "AE" draw dotted lines at right angles with the dotted line "AX" indefinitely. Then at a convenient distance from the side view draw the line "FG" parallel with the line "AX." Take solid lines which run from the line "AE" to the points 2, 4, 6, 8, 10, etc., on the ellipse and space them off on the lines which extend at right angles from the line "FG." This shows the front view of the opening of the article.



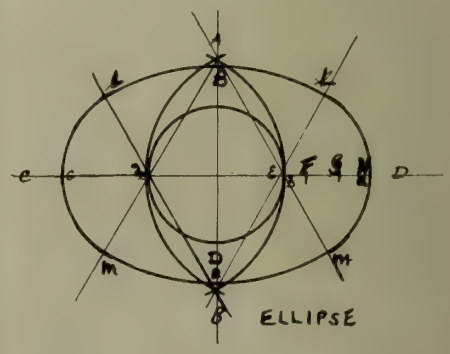
Draw the line "HK," as shown in the front view, using your own judgment as to its symmetry. This line will determine the shape of the article on the side. a b c d e f g are the centres of each piece in the elbow. From each of these points draw dotted lines which shall cross the lines "FG" and "HK." Set the corresponding letters off on the points where they cross those lines, thus you have in the front view "aa," "bb," "cc," "dd," "ee," etc. These points determine the width of each ellipse. From the bottom sweep to the top of side view determines the length. Construct an ellipse on each of the seven lines, beginning from the points "2" and "26" on the line "AE." The sweep from "D" to "B" on the last line being a circle.

Divide the second ellipse from "m" to "n" into the same number of equal parts as the first square lines from the points obtained back to the line "mn," thus showing 1, 3, 5, 7, 9, 11, etc. Now the ellipse from "m" to "n" must be projected to show as a plan in the first ellipse from "A" to "C." This is done



by drawing lines from the points 1, 3, 5, 7, 9, 11, etc., square with the line "AC" and passing through it where the cross marks show and beyond it indefinitely. Then place the spaces from the line of the second ellipse to the points 1, 3, 5, 7, 9, 11, etc., off on the dotted lines that pass through the cross marks. This gives you a plan of the first piece. All of the others are obtained in the same manner. Now set off the diagram from the points "1" to "26" on the line "AE" and "m" to "n" on the line "mn," as shown in the figure marked "triangles," giving the exact length of each of the dotted lines that run from the line "AE" to the line "mn." These lines give you the slant height of each of the points to be triangulated in the pattern of the first piece.

Now get the distance from "1" to "2" in side view, set it off on the lines marked "1" in "triangles" at right angles to the line, thus you have the point "2" at the bottom. Then from "2" to "1" in "triangles" set your compass. Mark a straight line and set that distance off, which will give you the points "1" and "2" in the drawing called "half pattern of the first piece." Then get the distance from "1" to "4" in side view, set that off as before from the point "1" in triangles go from "4" to the top of line "1" and sweep out from the line "1" in half-pattern. Get the exact distance from "1" to "4" on the ellipse in side view



and put it off from "2" in half-pattern. This gives you "1," "2," and "4" as shown in half-pattern. Now, take the

distance "4" to "3" in side view and set it off at right angles from the line "3" in "triangles." Take the distance from that point to the top and sweep from point "4" in "half-pattern." Then take the distance from "1" to "3" in side view and put it on that sweep, thus you obtain the point "3" in "half-pattern." Continue this method until you have reached the lines "25" and "26." This forms half the pattern. Edges must be allowed.

W. M. M.

PATENT ROASTING PAN.

Scott's patent roasting pan is an invention which will prove a great boon to every housewife, not only because of the saving of meat in the process of roasting, but on account of the absence of smell during cooking and the security from burning. The pan is stamped out of one piece of metal, and after usage is as easy to clean as the ordinary soup plate having no seams whatever. The operating is simplicity itself, and one trial will suffice to show how greatly superior this pan is over the old-fashioned one. The pan has no cover. It does not steam the joints or burn them, but roasts and browns everything to perfection. The Thos. Davidson Manufacturing Co., Montreal and Winnipeg, are putting this useful article on the market.

STOVE WORKS BURNED.

The main building of the Imperial Stove Works, Limited, Morrisburg, was completely gutted by fire on May 26. All the machinery in the polishing room, nickeling and mounting rooms and carpenter shop was completely destroyed. The foundry, office fixtures and papers were saved, and the loss is fully covered by insurance. About 50 men will be out of employment, although it is said the work of rebuilding will be commenced at once. How the fire originated is unknown, as the works have been shut down for two days on account of the holiday. The loss is placed in the vicinity of $25,000.

COMBINATION DIPPER.

A useful and economical household article is the combination dipper placed upon the market with much success by C. F. Morrow & Co., King's Hall Chamber, St. Catherine Street, Montreal. By an ingenious yet simple arrangement the dipper can be used as a fruit jar or any size bottle filler, as a strainer, dipper or mug, pint measure, pudding or cake mold.

About July of each year send the manufacturer whose stoves you are making a specialty of, a list of all who have purchased his make of stoves from you and have him supply you with advertising matter giving the names of the people in your district who have already purchased his stoves. Mail these circulars to everyone in your district who has not already purchased your line of stoves. It should bring a great many new prospects, as neighbors like to imitate each other in a great many things they purchase.

Dealers who sell *Sherwin-Williams Modern Method Floor Finishes* can get the Floor Finish Business in their Locality.

Dealers who handle the Modern Method line have advantages over others in their town.

Because the line includes finishes for any kind of floor, any style. You can meet the preference of any customer and are not tied down to any one style of finish.

Because every product in the line is backed by the Sherwin-Williams reputation for best quality, and will hold trade for your store.

Because Sherwin-Williams Floor Finishes are strongly advertised in our extensive magazine and other advertising.

Because each product is put up attractively under uniform labels, which not only make a striking display on the dealer's shelves, but advertise the whole line as well.

It will pay every merchant to handle this line of goods. For full information write

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 85 York St., Toronto, and Winnipeg, Man.

362

CORRUGATED IRON

Galvanized—Rust proof. Made from very finest sheets—absolutely free from defects.

Each sheet is pressed, not rolled—corrugations therefore fit accurately without waste.

Any desired size or gauge—straight or curved.

LOW PRICES **PROMPT SHIPMENT**

The Metallic Roofing Co.
LIMITED
Manufacturers
Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

L. Christie, Fort Frances, Ont., is erecting a tie mill.

The Imperial Storage Co., Toronto, will build a $25,000 warehouse.

The Massey-Harris Co., Toronto, will erect a four-storey warehouse.

A branch of the Pease Furnace Co. may be located in Port Arthur, Ont.

Construction work is about to be begun on Milton's (Ont.) screw factory.

The Pere Marquette shops at St. Thomas, Ont., are again working full time.

The Western Box and Tub Works, Edmonton, Alta., will commence operations on June 15.

The Galt, Ont., Malleable Iron Works are again running full time with an increased staff.

The Willis Piano Co., Ltd., Ste. Therese, Que., will at an early date erect a larger factory.

Finch & Miller, Ridgeway, will erect a solid concrete carriage works in Port Colborne, Ont.

Fire caused a loss of $10,000 at the pipe shop of Dominion Iron & Steel plant, Halifax, N.S.

A. A. Barthelmes, Toronto, will build a concrete factory for manufacturing piano actions, etc.

It is proposed to construct the National Rolling Mills plant at Sydney, N.S., at an early date.

St. Mary's, Ont., ratepayers carried a by-law to loan $20,000 to the St. Mary's Smallware Mfg. Co.

George White & Sons, London, Ont., will enlarge their plant by erecting a $15,000 wood-working factory.

The Mail Job Printing Co., Toronto, will immediately begin the erection of a new printing house and plant.

The Danville Lumber Co.'s sash and door mill, at Danville, Que., was damaged to the extent of $12,000 by fire.

The Canada Tin Plate and Sheet Steel Co.'s plant at Morrisburg, Ont., closed since January 27, resumed operations on May 18.

Soldan & McLaughlin, dealers in agricultural implements, Saskatoon, Sask., are building a large new cement block warehouse.

The Pittsburg Perfect Wire Fence Co. has leased part of the old Heopfner works, Hamilton, Ont., for a Canadian branch factory.

The H. W. Johns-Manville Co., New York city, electrical supplies, have leased the Crucible Steel Co.'s building, Toronto, for a branch factory.

The Canada Zinc Co., Nelson, B. C., will commence operations on June 1. About 20 tons of ore will be handled daily.

The Carritte-Paterson Mfg. Co., an American roofing material manufacturing concern, is now turning out of its Halifax branch, "Amatite roofing" for the Maritime Provinces trade.

The Percy & McPherson Brass Works will build a factory in Forest, Ont., on condition that the town will exempt the works from taxation for ten years. A by-law to this effect will be voted on on June 5.

Building Notes.

Richmond, Que., may build a $6,000 school.

Dundas, Ont., will build a $12,000 High school.

North Toronto, Ont., may erect a $5,000 fire hall.

Kildonan, Man., will build a new $6,000 public school.

A $5,000 fire station will be built at Glace Bay, N.S.

A new $15,000 town hall is proposed for Meaford, Ont.

Sir Wm. Meredith, Toronto, will erect a $17,000 residence.

Alberta's new $200,000 asylum will be erected at Ponoka.

J. B. McCarter, Toronto, will erect a $10,000 residence.

Fort William, Ont., will spend about $70,000 on its schools.

A $44,000 Catholic church and rectory may be erected in Montreal.

A large peat fuel plant will be established in Caledonia Springs, Ont.

Montreal's building permits for April numbered 217, valued at $412,813.

E. Shore, Estevan, Sask., will build a $20,000 hotel at Alameda, Sask.

Rosthern, Sask., will spend $25,000 on building and furnishing a town hall.

Brandon's (Man.) new armory, to be completed in the fall, will cost $65,000.

Wellington Street Methodists, London, Ont., will erect a $10,000 Sunday school.

Tenders are called for the erection of Edmonton's (Alta.) new $200,000 court house.

S. Brown, Vermilion, Alta., has the contract for Vermilion's new $28,000 school.

Victoria Industrial School, Mimico, Ont., was burned to the extent of $15,000 recently.

The business section of Russell, Man., was burned to the extent of $100,000 last week.

The new $300,000 Catholic cathedral at St. Boniface, Man., will be finished by the fall.

Abel Hendron, Lakefield, Ont., has the contract for the new Methodist church there.

A new $20,000 school is proposed to be built as an addition to the Boys' Home, Toronto.

A new municipal building and opera house, to cost $175,000, is proposed for Port Arthur, Ont.

Toronto building permits between May 7 and 12 numbered 76, and were valued at $252,600.

St. Joseph's Catholic church, Winnipeg, recently burned, will be repaired at a cost of $12,000.

The C.P.R. company is considering the erection of a $2,000,000 hotel at Caledonia Springs, Ont.

The Devon Court Apartment Co., of Winnipeg, have taken out a permit for a $110,000 apartment block.

The Hudson Bay Co. is asking for tenders for the erection of a $25,000 store in Prince Albert, Sask.

A permit has been granted the Dr. T. A. Slocum Co., Toronto, for the erection of a $13,000 warehouse.

Toronto University will have a domestic science building, to be erected and given by Mrs. Lillian Massey-Treble.

The Vancouver, B.C., school board is asking the city council for $160,000 to improve the present school buildings.

Peter Lyall & Sons, Montreal, have the contract for the new union depot at Winnipeg, the plans of which were altered recently.

Toronto's building permits for April show a falling off of 42 per cent., compared with the same month a year ago. At present that city ranks ninth in building among the leading cities of the continent.

Municipal Improvements.

Montreal will spend about $50,000 on waterworks improvements.

A sewerage system may be installed at Bridgeburg, Ont.

A number of sewer extensions will be made in Perth, Ont., this year.

A waterworks system to cost $5,000 may be installed at Melbourne, Que.

Glace Bay, N.S., ratepayers have voted $30,000 for water service extensions.

Port Stanley, Ont., ratepayers will on June 15 vote on a by-law to construct a $17,000 waterworks system.

Victoria, B.C., is advertising for tenders for the supply of steel-rivetted pipe and for two electric-driven power pumps for its waterworks system.

Only two by-laws will be submitted to Toronto ratepayers on June 27, and these are to provide $240,000 for sewage disposal purposes and $750,000 for a water filtration system.

Railway Construction.

The C.N.R. is this summer constructing the Dalmeny-Carleton branch, in Saskatchewan.

The E. & N. Railway may build a short line to Cowichan Lake, on Vancouver Island, B.C., this summer.

The C.P.R. intend to build the 200 miles of road between Battle River and Hardisty, Alta., during the summer months.

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO., LIMITED

MONTREAL

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO. LIMITED
HAMILTON, ONT.

Hammer the Hammer

TRADE MARK IVER JOHNSON

The Iver Johnson isn't a bomb—it's a revolver. It goes off only when a revolver should—when you pull the trigger. You can drop it, strike it against table corners, or hammer the hammer, with perfect impunity. But the instant that you do pull the trigger in earnest you will find the Iver Johnson a quick, sure, straight shooter.

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. Advertised in all the big magazines and sportsmen's periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

The G.T.P. engineers have abandoned the Copper River cut-off route in northern British Columbia, and have gone back to the original survey via the Bulkley valley.

The C.P.R. are double-tracking the line between Winnipeg and Fort William; building a mammoth bridge at Lethbridge, Alta., and reducing the grade on the Hector-Field division in the Kicking Horse Pass.

Companies Incorporated.

Huntsville Hardware, Ltd., Huntsville, Ont.; capital, $40,000; to engage in general hardware business. Provisional directors, T. J. White, J. W. White and W. J. Lytle.

Louis Trudel, Ltd., Montreal; capital, $49,000; to engage in hardware, paint and manufacturing business. Directors, Louis Trudel, N. Trudel, J. A. Chagnon, J. H. Loranger and M. Larose.

THE MERCHANT WAS BUSY.

"Don't you see I'm busy?" said the merchant. "Yes," replied the traveling man, "and I knew you would be when I called. That is just why I am here. It is a curious thing, perhaps, but I have been selling this line for nine years and during that time I have never sold an order to anybody but busy men. It takes a busy man to appreciate it and see the money in it." What could the merchant do but listen after such a talk as that?

HORSE NAILS

"M.R.M." New Cold Process Horse Nails have met with success since they were first put on the market.

The reason for it is plain.

They give satisfaction to the most particular Farriers.

They cost the Farrier less than other brands of Cold Process Horse Nails.

They give the dealer a good margin of profit.

Satisfaction to the consumer and dealer is the result of handling "M.R.M." Horse Nails.

We shall be glad to send samples.

The MONTREAL ROLLING MILLS CO.

New Plan to Draw Trade

St. Louis Company to Erect Large Building for Samples and Pay Railway Fares of 10,000 Merchants to That City Twice a Year.

A SALESMAN'S DIPLOMACY.

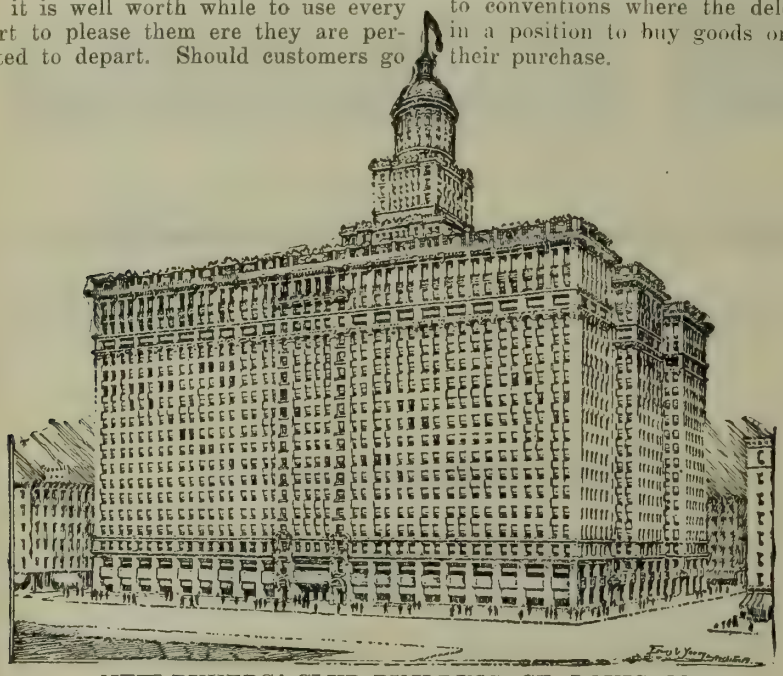
The manager of a large store, who has had a wide experience in training salesmen, has this to say of the art of successful salesmanship. Of first importance is the fact that customers, knowingly or unknowingly, like to feel at ease. How is this possible if the clerk who waits upon them lacks a knowledge of his duty or interest in his work? A pleasant demeanor and uniform courtesy do much to put a customer at ease, and make the task of shopping easier and pleasanter for both buyer and seller. Often it is the customer who is at fault in the matter of good manners and pleasant disposition, but this is where the diplomacy of the first-class salesman most asserts itself. It is hard enough to get customers into the store, and it is well worth while to use every effort to please them ere they are permitted to depart. Should customers go away without having made purchases, let it be with the feeling that they were made welcome just the same, and that they will be greeted with courteous attention at all times.

A "BUYERS' CLUB" BUILDING.

A new type of business building is under way in St. Louis which presents many practical features never before carried out on such a large scale, and others of perhaps equal value which have never been utilized anywhere before.

It is to be called the "Buyers' Club Building," and its cost, it is estimated, will be fully $4,000,000. The building was promoted and will be financed by H. A. Vrooman, president of the State Trust Company, of St. Louis, who has erected some of the largest apartment houses in that city. The Buyers' Club building will occupy the entire block bounded by 17th, 18th, Chestnut and Pine Streets, a location within one block of the St. Louis Union Station, and a suitable one for all visitors to the city.

Its ground area is 234 by 324 feet, and it will be eighteen storeys high, with a tower extending ten storeys above the building. It will be given up entirely to the display of merchandise, with the exception of the top floor, which is to be sumptuously furnished for club purposes, exclusively for visiting buyers, convention delegates, etc., and the tower, which will contain offices. The club floor will comprise a convention hall with committee rooms, etc., the use of which will be given free together with all the club privileges to all visiting buyers and to conventions where the delegates are in a position to buy goods or influence their purchase.



NEW BUYERS' CLUB BUILDING, ST. LOUIS, MO.

The first floor will be devoted to general display demonstration and advertising purposes. The basement to demonstrating machinery, engines, tools, etc., with provision for power of every nature. Sixteen floors will be used exclusively for sample rooms.

The most important feature the Buyers' Club presents is the plan for bringing the buyer to the seller. The fare of 10,000 buyers will be paid to St. Louis twice annually by the building company, and the exhibitors will choose the buyers who are to be brought. Special trains will be hired by the company and run from distant points where dealers from a considerable radius can be gathered. The building is designed to extend the territory St. Louis supplies, so that exhibitors will enjoy not only the immense trade of the southwest, which now centres in St. Louis, but that of all the central west and northwest as well. Only a limited amount of space will be leased to each exhibitor, so that the exhibits may be sufficiently comprehensive to attract the best classes of buyers from great distances.

A club bulletin will be published monthly and sent to over 100,000 retail buyers. A close organization of all the retailers in the central and southern States will be promoted by the club management, and extensive plans for the benefit of the various retailers are under way.

The Buyers' Club building will be thoroughly fireproof, with an interior finish equal to the best office buildings. The floors throughout will be of finished fireproof composition, with floors of corridors and public places paved with marble, tile and mosaic. All interior doors and trims, as well as window trims, will be of steel and copper, so that no fire could spread from one room to another, nor to the corridors. Elevators and stairs will be protected by enclosures of metal and wire glass, making impossible the spread of smoke.

Ten large passenger elevators of the highest type of efficiency are provided, and two freight elevators with special lifting capacity for hoisting machinery, safes, etc. Toilet rooms will be mechanically ventilated by exhaust fans.

HAVE CONFIDENCE IN YOURSELF.

Herbert J. Hapgood, in the New York Commercial, gives this advice to young men:

Don't ask for a position as though you were begging in behalf of a church fair. When offering your services to an employer, remember that you are worth as much to him as he is to you. Prove to him that the salary he pays you is a safe investment which will yield liberal dividends.

A young man came into my office the other day, and before I really knew what he wanted I had listened to a most pitiful tale about a crippled father, a sickly mother, and seven younger sisters, all of whom, at that very moment, were home crying for bread. That young man would make an excellent beggar, but an exceptionally weak candidate for a position.

I like to see a man ask for a position as though he had something to sell. In fact, he is selling something—he is marketing his ability. Let him have faith in his goods. He knows what he can do, and in modest self-confidence he should show a good line of samples to the employer.

In applying for a position use the tactics of every successful salesman. Be tactful and enthusiastic, and, above all things, don't misrepresent your goods.

Don't fail to properly introduce yourself when opening an account with a house you have never dealt with, especially if you have only recently started in business and have no established credit rating.

News of the Paint Trade

REFINING OF PETROLEUM.

The petroleum refining industry is necessarily based upon separating the light and most volatile portions of petroleum from its heavier and less volatile portions, by vaporization, says an exchange.

The heat of vaporization of petroleum causes serious loss of products by the formation therefrom of fixed gases, carbon, etc., and the products themselves are seriously injured by such change of their natural constituents in proportion to the increasing gravity of the body of the petroleum being evaporated, thus seriously impairing their illuminating and lubricating properties. Said loss and injury so rapidly increases in proportion to the density of the petroleum that a great portion of the petroleums produced are substantially worthless for refining purposes by any heretofore known means.

Wells & Wells, of Columbus, O., have invented and have in operation, a process whereby the vaporization of all the vaporable portions of any petroleum can be rapidly and economically accomplished at temperatures of the petroleum, the vapor tension of which is 40 per cent. less than atmospheric pressure, or the normal boiling point of the petroleum being evaporated. Said low temperatures of evaporation are accomplished by aiding said vapor tension of the petroleum by the use of a gaseous absorbent, thirsty for vapors, that loads itself with vapors from within the body of the petroleum. Vapors of petroleum thus evolved, being diffused with said absorbent, are vessel ; the result of such evaporation vessel ; the result of such evaporization and removal of the vapors, is that the condensate is refined products that possess their original perfection.

This process discloses that substantially the constituents of all petroleums are perfect illuminants and lubricants. In operation, the gaseous absorbent takes up the lightest and most volatile portions of the petroleum as fast as they are made sufficiently volatile by heat, consequently the vapors being evolved contain the least possible mixture of the heavier portions of the petroleum ; therefore, because of close separation of the light oils from heavier oil, a greater quantity of light oil is obtained, and being more homogeneous is proportionately more valuable. Likewise, the illuminating oils being thus freed on the one hand from low flash oils, and on the other from heavy oils that impede wick travel, more than double the quantity of high grade illuminating oil is thus obtained than has heretofore been obtainable.

COPAL GUM FROM BRAZIL.

It seems safe to say that considerable business in "jatoba" or —jatany," commonly known as Brazilian copal gum, can be done if there is sufficient demand for it to warrant gathering it on a large scale. Last year the exports of the product from Brazil amounted, at a valuation of about 67 cents a pound, to a total of about $9,000. The quality of the gum, as suitable for use in the manufacture of varnish, is said to be

Trouble

Of course you'll have whole bundles of trouble, and you are foolish to expect anything else until you get the up-to-date idea of discarding the old-style floor paint, and in its place stocking the right-up-to-the-minute line of **FLOORGLAZE ENAMEL** in ten popular shades. It's the kind that dries in a night with a mirror-like finish, and wears on the job, not off. Good profit for the dealer.

Send for Color Card.

Manufactured only by

The Imperial Varnish & Color Co. LIIMTED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

McCaskill, Dougall & Co.

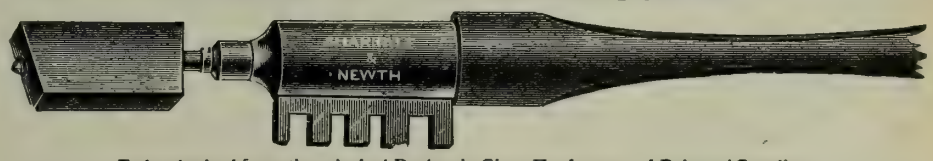
Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

A TOOL THAT'S STAMPED
STANLEY
IS THE BEST OF ITS KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

very good. There are large supplies of the product to be had in Minas Geraes in pockets in the ground, being collected by the burning of forests containing trees bearing the gum. The gum, being thus melted, forms pools, which harden and preserve the product. The trade in the gum so far has been so small that there has been no systematic effort to work these sources of supply.

Paint and Oil Markets

MONTREAL.

Montreal, May 29.—Favorable weather conditions, and the low prices which are prevailing for white lead, linseed oil, and turpentine are powerful factors in stimulating the paint and oil trade. Some good orders have been shipped this week, and dealers report most satisfactory returns. The markets generally are firm without any noteworthy change, and an undercurrent of confidence seems to be apparent on all sides.

Turpentine—The downward tendency of this article seems to be checked, and with the steadiness which comes from firmer quotations, heavier business is being done. We continue to quote 64c for single barrels.

Linseed Oil—Linseed oil is in abundant supply, and quotations cannot be said to be very firm. However, for ordinary lots there has been no sagging in prices during the week, and we continue to quote: Raw, 1 to 4 barrels, 52c; 5 to 9 barrels, 51c; boiled, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c.

Ground White Lead—The large stocks held by various grinders two months ago have melted away under the heavy demand, and can now be said to be of normal bulk. Good business continues to be done. We quote Government Standard, $5.65; No. 1, $5.40.

Red Lead—Red lead is coming to hand in limited supply and good trade is being done. We continue to quote; Genuine red lead, in casks, $5.25; in 100-lb. kegs, $5.50; in less quantities, at $6.25 per 100 lbs.; No. 1 red lead, casks, $5; kegs, $5.25; and smaller quantities, $6.

White Zinc—There is a good inquiry for white zinc, and in the absence of any material change we still quote as follows: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—Most satisfactory business is reported by the leading varnish makers. Not only in small tins is this improvement noticeable, but a most encouraging call has arisen for 5-gal. buckets and for pails.

Paris Green—All orders placed in midwinter for spring shipments have been delivered, showing an early distribution among the smaller traders throughout the Dominion. The quantity now in sight in the hands of the manufacturers is small, and in a short time it is believed that supplies will not be over abundant.

Putty—The feature during the past week has been a heavy call for putty in 100-lb. drums and 25-lb. irons. Bladder putty seems to be losing its popularity. Prices are unchanged at: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, May 29.—Sorting orders are being received in satisfactory volume and this class of business will be the feature for some weeks. At present paris green is the line moving most freely, although putty, varnishes, stains and enamels are in good demand. Orders for paris green indicate that the bugs have arrived and retailers are getting busy in handing out the "knockout" drops for the denizen of the potato patch.

Prices are still a bit unsettled, but with no material changes for a couple of weeks the market is much steadier than for some time.

White lead is unchanged in price, but some houses are making marked concessions to get business. Price cutting is an old game, but a new one has been sprung on the trade by one firm offering a bonus of an extra supply of lead for an order of a medium sized quantity, with a still larger premium for a good big order. The concession, it may be said, is not for genuine lead, but for a specially prepared grade of second quality. Despite the concessions offered by some houses to get business, white lead may be said to be fairly firm.

Turpentine seems to have reached the bottom of the toboggan movement, and an advance cannot be looked for at present. In the South the situation is said to be like this. A bunch of manipulators attempted to corner the market and they tanked about 20,000 barrels at prices about $10 per barrel above the present market figure. The decline, instigated by the Standard Oil and kindred interests, was for the purpose of tying up the syndicate and this seems to have been successfully done. The syndicate cannot sell now except at a heavy loss, while to hold its stock means tying up a lot of capital with heavy interest charges. And it will be to the interest of the Standard crowd to keep prices down to wear out their competitors, the dull market naturally helping them in this move. We continue to quote 64 to 65 cents per gallon.

Linseed Oil—Supplies are plentiful, with prices fairly steady, although some shading is reported. The prices quoted range from 54 to 55 cents for raw, in from one to four barrels. Add 3 cents for boiled. In linseed oil there has been considerable advance in the price in Great Britain, so that to import at the present time, raw linseed oil would cost, laid down in Toronto, about 59c per

Who Pays ?

when the can of Paint is sold (the can you're not sure of), and the customer kicks—or doesn't kick, but silently decides he's been taken in ?

Who Pays ?

You do—in loss of custom and loss of profits ; but when you sell the Paint you can be sure of—

ENGLISH

LIQUID PAINT

—and the customer is glad he bought it,

Who Pays ?

He does—and gladly ; and you make profits and continuous trade besides.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., Winnipeg,
Distributors for Western Canada

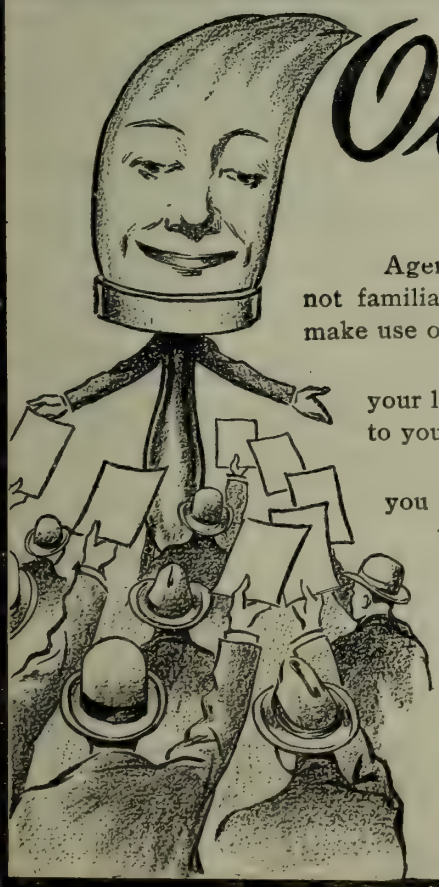
Are You Getting Your Share?

Many manufacturers and wholesalers declare that business this year is not as brisk as it might be, but in spite of this the ***sales of MURESCO Wall Finish are 60% ahead of last year.***
Hardwaremen all over Canada are finding that there is no wall finish which pleases customers so well as Muresco, and which they can sell at so desirable a profit. If you handle Muresco, the ***Painters as well as the Public*** will come to buy from you. It is as good for public buildings as for private homes. The Grand Trunk Railway prefers Muresco for the walls of its stations. If you live in any of the following Ontario towns go to the Grand Trunk Station and see for yourself: West Toronto, Brampton, Georgetown, Acton, Guelph, Berlin, Stratford, New Hamburg, Forest, Galt, St. Marys, and there are lots of other stations besides, ***then send for our Price List!***

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada. **New York, Chicago, Cleveland, Carteret, N. J.**

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every respect.



Our Ripe Plum Plan

Agents who take advantage of our Ripe Plum Plan make money. If you are not familiar with it, we want to tell you that it is a winner, and you should begin to make use of it right away. It is easy, and will put many extra dollars in your pocket.

By a very simple method we can help you secure the best paint trade in your locality. But to start with we need certain information which we must look to you to supply.

Send us the names of all persons or property owners in your locality who you know are going to paint, or whom you think are intending to do so, and we will get busy on this list in a way that will bring results which may pleasantly surprise you. We are doing this for other agents, and there is no reason why we cannot do as well for you.

The time for action is now—don't delay. Write immediately for full particulars and further information, which we will be pleased to furnish you by return mail, explaining fully our Ripe Plum Plan.

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

gallon, which is 4c higher than the jobbers are asking for Canadian oil, and as flaxseed has advanced in Chicago and Winnipeg, it would not be surprising if a change is made in linseed oil in the very near future.

White Lead—We quote $6 to $6.15 per 100 lbs. for genuine, and $5.90 for No. 1. Red lead is quoted at $4.50 for genuine in casks and $5 in kegs.

Paris Green—Trade in this line is quite brisk. Prices are unchanged at 24½c in barrels and 25¾c in drums.

Glass and Putty—Putty continues steady at $1.65 in bulk in bbls. and bladders in bbls. at $1.90. In the United States a reduction in the price of glass is being made on account of the cheapening of production resulting from the use of machines.

Varnishes and Stains—A steady trade is reported. Shellac varnish is unchanged in price at $1.75 for pure white, and $1.65 for pure orange.

Petroleum—A normal demand continues with prices unchanged at: Pure white petroleum, 13½c; water white, 15c; and Pratt's Astral, 17½c. Benzine, in single barrels, 18c per gallon, and motor gasoline, 18c.

WALL PAPER HINTS.

The dominating element of wall paper is almost always its coloring—not its pattern design. A paper in light tones and delicate tints may be suitable only for a lady's bedroom, while the same pattern in rich and heavy colors may be just the thing for a hall or den. So a knowledge of colors is requisite, especially the effect that bright sunlight and subdued northlight have upon the different shades.

Rooms with bright southern exposure are best treated with the "cold" colors —grey, blue and green. Those with northern exposure should have the walls covered with rich tones of the 'warm" colors—yellow, orange, brilliant red, etc.

The hall should be made pleasing through the use of soft, rich colorings in tapestry, medallion and other such papers.

The dining-room should reflect the spirit of good cheer and comfort. Forest, verdure and Oriental tapestries in two-third treatments; grasscloths and similar textile effects with landscape or scenic borders; or stripe designs with subdued patterns for the border are the safe things to use. Rich browns, greens, olives and reds are highly recommended.

Bedrooms should not be too decided in color treatment, the most satisfactory papers to use being the dainty stripes in ribbons, chintz and embroidery effects for ladies, and plain stripes or subdued floral patterns for gentlemen.

The kitchen and bathroom can be made so bright and attractive with the use of modern varnished wall papers or Sanitas that there is no excuse for the old-time drab paint and soiled woodwork. These papers can be purchased in infinite variety of design, especially in tiles, and are kept immaculately clean through the use of a damp cloth.

NEW WAYS OF STORING GASOLINE.

A new plan for storing gasoline or petrol depends upon the fire-stopping property of wire gauze that gives safety to the Davy mining lamp. The gauze tube is inserted in the opening of the can or tank, extending to the bottom, and the orifice is then sealed by a plug held in place by fusible solder. If fire occurs near or around the tank, the solder melts and the plug is blown out, when the vapor escaping through the gauze tube burns quietly without exploding, says the Master Painter. In a test of the method 12 out of 17 ordinary cans filled with volatile oil exploded on contact with fire, throwing the burning liquid in every direction, but 12 cans fitted with the safety device failed to explode and the liquid burned quietly and harmlessly. Even open receptacles are made much safer by a covering of wire gauze, which prevents explosion in case the oil is ignited.

SERVICE TRUE TEST OF VALUE.

Here's an important point for the paint retailer to bear in mind and tell the customer who harps on price. The value of a paint is not its price per gallon or pound, but the length of time it lasts and looks well. Figure the cost per year of keeping the house well painted, not the cost per gallon. Don't be weak on the price proposition, it's really a secondary consideration.

The true test of paint value is service. The conditions, physical, chemical and technical, governing the behavior of paint in any given case are so numerous and so obscure that it is hopeless for any one but an expert to attempt to comprehend them.

House paint is designed to cover a wide range of conditions and the better grades of prepared paints meet the average conditions with remarkable success. As between the many competing products, naturally, it is to the record of success rather than the composition of the paints that the consumer must look for enlightenment. There is always a reason—usually there are many reasons why a certain paint under certain conditions meets or fails to meet the requirements; but these reasons are usually obscure and technical and quite beyond the range of common knowledge.

It may be taken as axiomatic that no paint obtains permanent popularity except on the basis of substantial merit. Success begets success, and nothing could be more conducive to increased sale of a given paint in any locality than the ocular demonstration of its value on painted buildings.

It is this practical demonstration of superior convenience, economy and durability which has caused the consumption of prepared paint to expand from the humble beginnings of the industry in the late fifties, to its vast proportions of the present day.

GLADSTONE

used to say that by reading the advertising you got the most comprehensive idea of a country's commercial progress.

¶ You are particularly asked to read the Canada Paint Company's advertisements. They are written for mutual benefit. We find that they benefit us, or we should stop.

¶ A Lawyer charges for every letter (however trivial) that he signs. Not so with the Canada Paint Company. They will cheerfully answer all enquiries appertaining to the Paint and Varnish business. For Special Paints and Varnishes for Special Purposes, their chemists and experts are also at your disposal without charge.

¶ The Paris Green season is in full swing. See that your stocks are replenished, as the supply is limited.

YOUR MONEY IN IT

All over the country you see men in this position to-day. It is a favorite spring position. It is a position which predominates wherever a live agent for

RAMSAY'S PAINTS

realizes that his money is in it, and now is the time to get profits out of it. You have invested money in Ramsay's Paints—The Right Paint to Paint Right—are you doing your share to help us get orders for you? Look about your town! How many houses need paint? How many householders are thinking of painting? Then write us and tell us who they are. The result will be business and profit for you. Many agents are doing this. Are you?

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

Aim to Give Your Customer the Best Value For His Money!

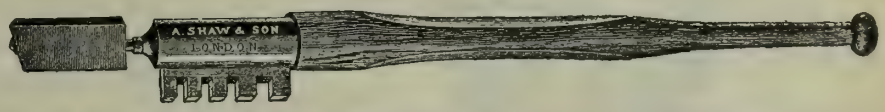
That's the one sure way of building permanent business. Before you order any more paint, just compare

New Era Paint

with some of the higher priced lines. See if the quality justifies the higher price! We are not afraid of comparison, because we KNOW NEW ERA to be the best paint on the market, no matter what the price.

Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT
Patented 1906.
BEST ON THE MARKET.
THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

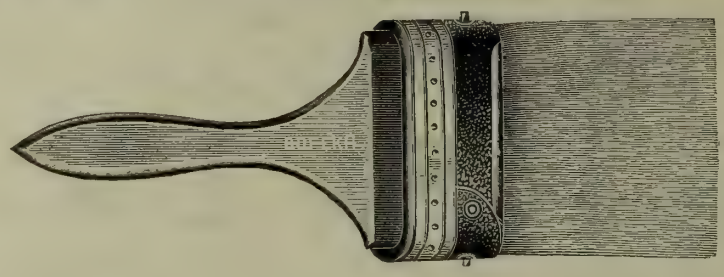


GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

Shear making "up-to-date" is found in
HEINISCH
TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.
"Best in the World"
Since 1825, and a steady increase in sales due to their superior cutting quality.
R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

KNOWLEDGE COMES



from experience. And there are many years of experience behind

BOECKH'S PAINTERS' BRUSHES

They are the brushes which give the Painter full value. We know from experience how to make the best brushes at the least cost.

UNITED FACTORIES, LIMITED
Toronto, Canada

ESTABLISHED IN 1796

English For all

Varnish Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON.
LONDON.

Every Housewife in Your Locality is a Customer

FOR

Lacqueret

It is varnish lacquer in various popular colors, put up in packages from ½ pint to a gallon (full imperial measure). As a household varnish for constant use in freshening up old wooden surfaces, like wainscoting, frayed base-boarding, furniture stair balustrades, etc , it is positively without an equal. Being all ready for use, anyone can apply it. It is an extremely quick drier, drying hard over night.

THE SALES ARE ENORMOUS. PROFITS REALLY EXCELLENT.

And we have a special plan to bring customers right into your store for Lacqueret.

WRITE US TO-DAY FOR PRICES AND DETAILS OF OUR PLAN

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of "Elastica," "Gutta Percha," and "Flattine" Floor Finishes, and "Flattine" Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

Save a Nickel, Lose a Dollar

The dealer who saves a little in price, often loses much in profits.
It is easy to sell the well advertised, deservedly popular

LUCAS TINTED GLOSS PAINT

It has a National Reputation for Quality maintained for more than 60 years.
It sells at a better price.
It pays a better profit.
It enhances the reputation of the dealer who sells it.
Other Paints may be cheaper.
They should be.
They are correspondingly harder to sell and when sold do not always stay sold or maintain your reputation.
The impression of Lucas Quality remains long after the price is forgotten.

JOHN LUCAS & CO.

PHILADELPHIA NEW YORK CHICAGO BOSTON

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men anyway. Why not push the Roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

May 30, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ... per lb	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plate 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	9 00
" " 2 "	....	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	14 00
Cut lengths, round, bars, ½ to 2 in	....	23 00
Plain sheets, 14 oz	....	21 00
Plain, 16 oz., 14x48 and 14x60	....	21 00
Tinned copper sheet, base	....	24 00
Planished base	....	30 00
Braziers' (in sheets). 14x6 ft., 25 to 30 lb. each, per lb., base	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 60	2 65
12 gauge	2 60	2 70
14 "	2 50	2 45
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 65
26 "	2 65	2 80
28 "	2 70	2 95

CANADA PLATES.

Ordinary, 52 sheets	....	2 60
All bright "	....	3 60
Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22 - 24	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2 "	20 00	20 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	1 90	2 00
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	....	1 95
Sleigh shoe steel	1 95	2 20
Iron finish machinery steel (domestic)	2 05	2 20
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 30
Sheet cast steel	0 15	0 15
Toe calk steel	2 45	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	....
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. ... $33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 60
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	6 75 7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 70	3 70
Bar, "	4 20	4 20
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per b., extra.

SHEET ZINC.

5-cwt. casks	6 75	7 00
Part casks	7 00	7 25

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 and 5 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 10	0 09¾
Heavy red brass	0 10½	0 09¾
" yellow brass	0 08	0 08½
Light brass	0 05½	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	13 00	14 00
Stove plate	10 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 05½	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 65 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 and 5 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock net	1 75
No. 4 " " "	1 70
No 7 Fuller's "	2 00
No. 4½, " "	2 10
Patent Compression Cushion, basin cock, hot and cold, per doz.,	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $15.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 00	¼ inch	2 85
⅜ "	2 25	⅜ "	3 05
½ "	2 72	½ "	3 57
¾ "	3 68	¾ "	4 83
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 50	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 15	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 55	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb	4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	0 40
2-lb. or over "	0 35

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 12
Marine black, 25 lb. tins	0 06½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

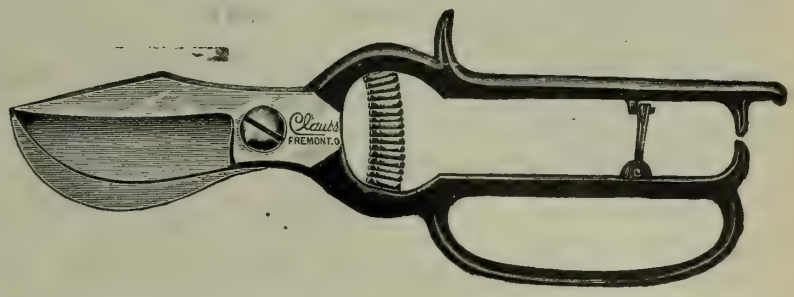
PIGMENTS.

Orange mineral, casks	0 09
" " 100-lb. kegs	0 09½

CLAUSS BRAND PRUNING SHEARS

Our Plain Pruning Shear is of the very best our secret process of manufacturing can produce. There is no question as to the quality which is unsurpassed.

Filed Handles and Finely Polished Blades. Ask for Discounts.



FULLY WARRANTED

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

		Quart cans
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	....	0 13½
Water white "	....	0 15
Pratt's astral "	....	0 17½
Castor oil, per lb	0 09½	0 10½
Motor Gasoline single bbls	..	0 18
Benzine, per gal single bbls	....	0 17
Turpentine, single barrels	0 64	0 65
Linseed Oil, " raw	0 52	0 54
" " boiled	0 55	0 57

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Canadian pure	5 65	5 90
No. 1 Canadian	5 40	5 65
Munro's Select Flake White	5 90	6 15
Elephant and Decorators' Pure	5 80	6 15
Tiger Pure	5 90	6 15
Essex Genuine	....	6 00
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 65	5 80
"Crown and Anchor," pure	5 80	5 95
Sanderson Pearcy's	....	6 00
Robertson's C.P., lead	5 90	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50
Genuine, 100 lb. kegs, "	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 55	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 65
No. 1 Orange, "	1 30

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No 1	....	0 90
" " union	....	0 85
Light oil finish	....	1 30
Gold size japan	....	2 00
Brown japan	....	1 00
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 50
No. 1 "	....	2 25
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flattine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

ONTARIO AND QUEBEC.

Slater's felt per roll		0 70
O. K. paper, No. 1, per roll		0 75
O. K. paper, No. 2, "		0 70
Dry Cyclone, per roll		0 50
Tarred Cyclone		0 60
Surprise, per roll		0 40
Resin sized per roll		0 45
Dry Sheathing, per roll		0 32
Tarred " "		0 40
Heavy straw, dry & tarred per ton		37 50
In Maritime Provinces "		42 50
Carpet Felt, per 100 lbs		2 75
Tarred Felt, per 100 lb.		2 00
Pitch, Boston or Sydney, per 100 lbs		0 75
Pitch, Scotch, per 100 lbs		0 65
Heavy Fibre, 32' & 60', per 100 lbs		3 00
2 Ply Ready Roofing, per roll		0 90
3 " " "		1 15
2 Ply complete, per roll		1 30
3 " "		1 50
Cement, barrels, per gal		0 15
" tins "		0 20
Coal Tar, per barrel		3 50
Coal Tar, tins, per gal		0 15
Refined Coal Tar, per barrel		4 50
Shingle varnish per barrel		4 50
Caps and Nails, per lb		0 05
Mop cotton, per lb		0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discoun 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge— under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples— ¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Ford's auger bits, 30 and 0 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities. 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Finners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	3 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S & D., discount 35 per cent.

Berg's, brick, 924x11	4 00
" pointing, 924x5.....	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75

Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1¼ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.

Planter..... per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch		3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in., sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes, $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise..... ..... 4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅝ and smaller..	60, 10 and 10
" " 7-16 and up....	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb.. ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in. $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 55 and 12½ per cent.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	
" iron	4 25	

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c.; 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Empire hockey sticks, per doz ..	3 00	3 50

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz.....	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz....	....	0 65
Potato mashers, wire, per doz...	0 60	0 70
" wood " ..	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1..	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103.....	1 35	2 00
Kitchen hooks, bright.....	....	0 60
Toasters, 50 p c.		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined.....	per doz.	2 20	5 60
Galvanized.....	"	1 87	3 85
King, wood.....	"	2 75	2 90
King, glass.....	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste..... .... 6 00

PICTURE NAILS.

Porcelain head.....per gross	1 35	1 50
Brass head.....	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain.....	4 25
" plated	5 50
Asbestos, per set.....	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinued, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch..... " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch..... "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, $2.70; 5 wire solid line, No. 17, $4.45; No. 18, $3.10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 60 extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls. $1.72½, per 100 sq. ft.; in 50-ft. rolls. $1.77½, per 100 sq ft.

WIRE FENCING

Galvanized barb.....	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland. $2.75 for small lots and $2.60 for carlots

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's.....	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose. per case....	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels. 40 per cent.

FIBRE WARE.

Star pails, per doz....		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 "		10 00
3 " "		8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and '900" mops	1 25
Folding ironing boards.....	12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style .....per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz.....	10 55

WASHBOARDS.

Cane's, per doz..... ..... 1 10 3 35

WASHING MACHINES.

Round, reacting per doz.	60 00
Square " '	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy.....	54 00
Stephenson.....	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ...	35 00
Royal American, 11 in. ...	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	2 25
Small heel .... '	4 50

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's..... "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle..... ..... "	0 22	0 33
Screw .... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout ...	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal.....		0 10
Pure Manilla		0 13½
"British" Manilla.....		0 11
Cotton, 3-16 inch and larger...	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute.....		0 09
Lath Yarn, single		0 09
" double		0 10
Sisal bed cord, 48 feet.....per doz.		0 65
" " 60 feet..... "		0 80
" " 72 feet..... "		0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¼
500 " standard	0 08¾
550 " " manilla	0 09¾
600 " " "	0 11¼
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ½c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita .....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe.....	"	....	0 10
Deer Creek.....	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas.....	"	....	1 50
Water-of-Ayr	'	....	0 10
Scythe .....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton....		20 00	22 00
" under 40 lb., "		...	24 00
" 200 lb. and over		....	28 00

"Brantford" "Roofing"

Get FREE SAMPLES of our roofing and see for yourself what a strong, durable, pliable and altogether superior roofing it is. Two finishes—Asphalt and Rubber. Sold at as low a price as a really good roofing can be sold—about one third less than metal. Get a step ahead of your competitor by securing the agency for your town.

Brantford Roofing Co. Limited
Brantford, Canada

SELLING AGENTS:
Chas. A. Sullivan, P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa; 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co., Sherbrooke, Que.
Fleck Bros., Limited, Vancouver, B.C.
Imperial Export Co., Toronto, Ont.

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving
and
Insulating Purposes

Apply to

Lucien F. Ambard & Son,
Port-of-Spain, Trinidad, B.W.I.

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.

QUALITY BOOMS OUR BUSINESS
ACORN QUALITY TRADE MARK

WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:
Emerson & Fisher, Limited, ST. JOHN, N.B.
J. A. Bernard, QUEBEC
Cla e & Brockest, WINNIPEG
Ellis & Grogan, CALGARY
Wm. N. O'Neill & Co., VANCOUVER

"Why do I handle the 'GALT KIND'?
Because it pays me—People know what the 'Galt Kind' is."

"Galt" Corrugated Steel Sheets

Flat or Curved.
Galvanized or Painted.
All Sizes and Gauges.
Cut to fit any roof without waste.
Made from the best Corrugating Iron procurable—the Redcliffe brand.

IMMEDIATE SHIPMENTS

Write to-day for our Dealers' Proposition and put us in touch with prospective builders in your vicinity. It will pay you.

THE GALT ART METAL CO., LIMITED

GALT, - - ONTARIO

Sales and Distributing Agents:
GEN. CONTRACTORS' SUPPLY CO., Halifax, N.S.
ESTEY & CO., St. John, N.B.
W. D. BEATH & SON, Toronto, Ont.
DUNN BROS., Winnipeg and Regina.

AGENTS: W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg. Man.
J. R. BAXTER & CO., 102 St. Antoine St., Montreal.

Amatite ROOFING

TRADE B MARK

IF YOU had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of *real mineral matter* on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof.

If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better—*and that means Amatite*.

Free Sample and Booklet

A Free Sample with Booklet will be sent on request to our nearest office.

The Paterson Manufacturing Co., Ltd.
Toronto, Montreal, Winnipeg, St. John, N.B. Halifax, N.S.

"Nothing New Under the Sun"

A proverb which our latest catalogue has made sit up and take notice.

McDougall Pumps

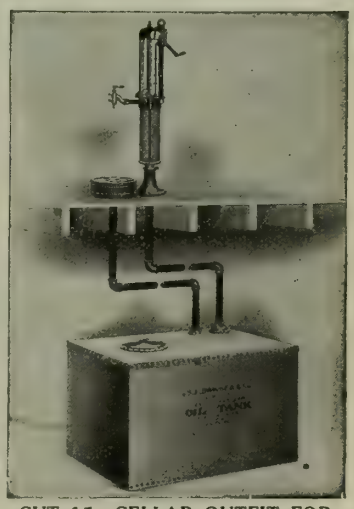
are Standard Pumps. New styles are shown but the old quality still is to the fore.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.

Galt, Canada LIMITED

You Can Double Your Profits on Oil



CUT 15.—CELLAR OUTFIT FOR NON-LUBRICANTS

The amount of money you lose with those old fashioned oil tanks eats away at least half—sometimes all—of your profits.

But you can protect your profits, double them and more, by handling your oils in Bowser Self-measuring Oil Tanks. The reason is simple: the Bowser stops EVERY kind of loss. Send for catalog V. and find out how to double your profits.

S. F. Bowser & Co.

LIMITED

66-68 Frazer Ave. - - - - Toronto

Empire, Imperial and Peerless AXE HANDLES

are strong and extremely well finished. If you are looking for a line which will yield you an excellent profit and thoroughly satisfy your customers, these are the handles you need. Write us to-day for list and discounts.

J. H. Still Manufacturing Co. Limited

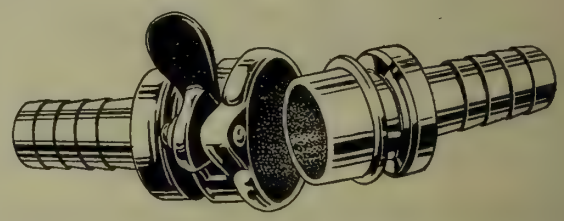
ST. THOMAS, ONTARIO

Have You Sent For a TIME SAVER?

To introduce this great Hose-Coupling improvement to the Canadian trade we will send every dealer who requests us on his business stationery, one tap adjuster and female section or one hose coupler complete, free of charge.

We want every Dealer

to handle this improvement. We know that every pushing dealer can sell a lot of them, as they are necessities in Cheese Factories, Hotels, Liveries, Breweries, Gardens, and everywhere else where hose is used.



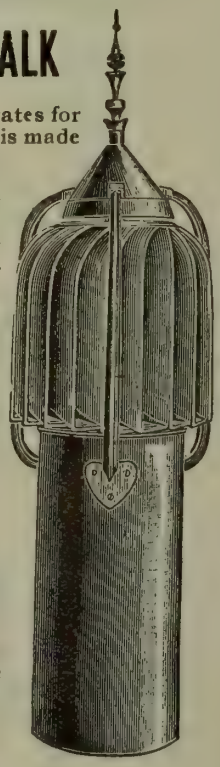
The season is on in full blast, write us about it to-day.

LOOK FOR THE TIME SAVER ON ALL COUPLERS

The TIME SAVING COUPLER CO., Ltd.
166 BAY STREET, TORONTO

TRADE MARK

A COMMON SENSE TALK



AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

Ottawa University,
Ottawa, May 30th, 1901.
Messrs. J. W. Harris Co., Limited, Montreal.
Dear Sirs;—Your "Aeolian" Ventilators placed on our University three years since have given us entire satisfaction, BROTHER NORMAND

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL

In the Race

for trade the concern with expenses reduced to a minimum will invariably win out. If this be true we are IN AN EXCELLENT POSITION TO WIN.

Our buildings being of standard construction and sprinkler equipped command the lowest rate of insurance.

Our fuel being obtained from waste of factories and saw mills, costs us a mere trifle.

Our own Electric Light Plant.

The most up-to-date office system reduces clerical work to a fine point.

An immense letter order business reduces cost of selling our goods to a remarkably low percentage.

This is Why

we are able to supply better Brushes and Brooms at less money than any concern in Canada.

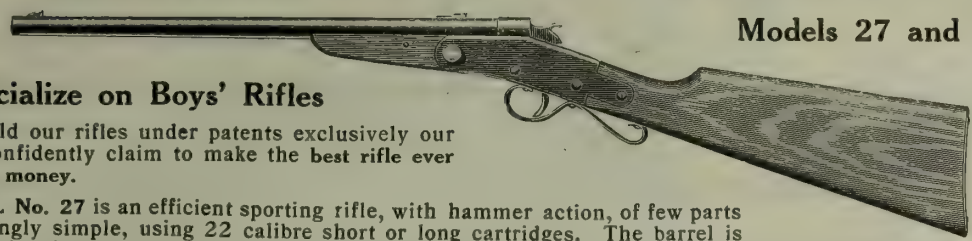
Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

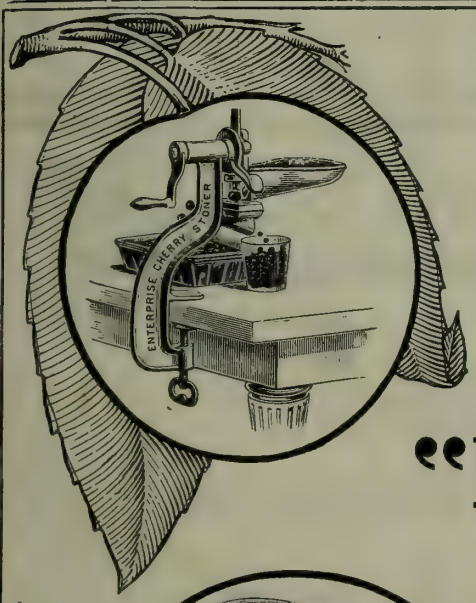
MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

NOTE—The prices in the above advertisement give the correct Canadian retail prices for Hamilton Rifles, the figures used in the issues of April 4th and 18th were those governing in the United States of America.

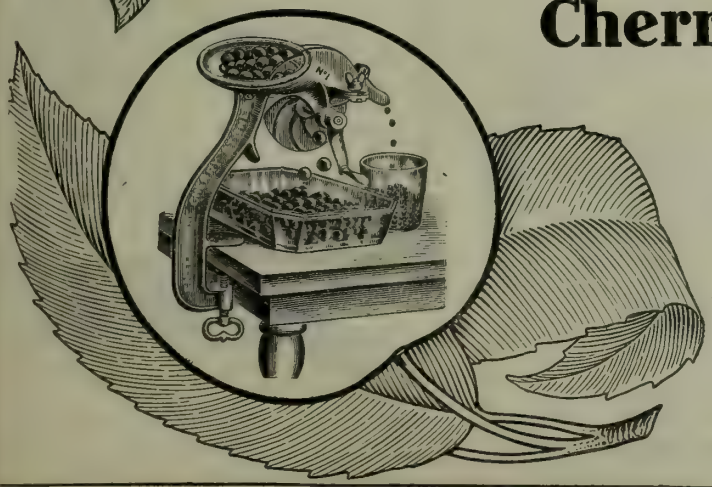


When "Cherries are Ripe"

and women are busy at their preserving kettles, you'll gain their approval—a good thing—and their trade—better still—if you can supply them promptly with an

"ENTERPRISE"

Cherry Stoner



Cherry season is short. Wise dealers have the **"Enterprise" Cherry Stoner** on their shelves in time. When a woman has her cherries ready for stoning she won't wait 'till you order it. She won't wait, either, for an **"Enterprise" Fruit Press.** When she wants it she wants it quick! She will go somewhere else if you haven't it. *Stir up the jobber.* Write to-day for our latest catalog.

The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

21 Murray St., New York 438 Market St., San Francisco

DISSTON

SAWS

BACKED BY THE

DISSTON SAW WORKS

AND BY THE

DISSTON METHOD

of manufacturing,

THIS BRAND

ON SAWS AND TOOLS

will continue to be recognized in the future as in the past

SIXTY-EIGHT YEARS

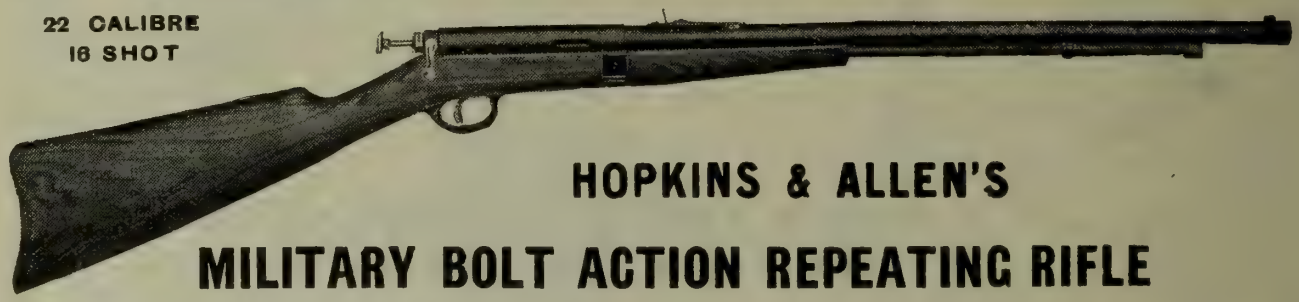
as a guarantee of Highest Quality and Efficiency.

HENRY DISSTON & SONS, Inc., Philadelphia, Pa.

Keystone Saw, Tool, Steel and File Works.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN, U.S.A.

Shows Bolt Drawn Back—Position for Ejecting Shells.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

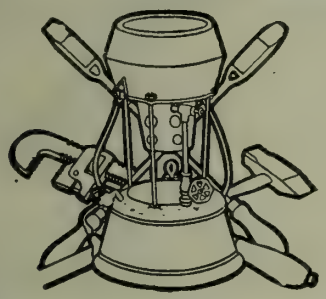
SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



Good Tools and Modern Methods

will enable you to meet the keenest competition.
If you find your competitor is cutting under your prices, do not jump to the conclusion he is losing money; he may be using more modern tools and time-saving methods, and it is just possible he is making more money than you are. Every issue of

Plumber and Steamfitter of Canada

contains suggestions and ideas which have been tried out and found successful, and which it would pay you to adopt. New tools are described and an unprejudiced opinion given by our Editors as to the advantages to be gained by using them.

Published twice a month. Subscription price $1.00 per year. If you are a subscriber of Hardware and Metal you can secure the paper for **50c. per year.**

Plumber and Steamfitter of Canada

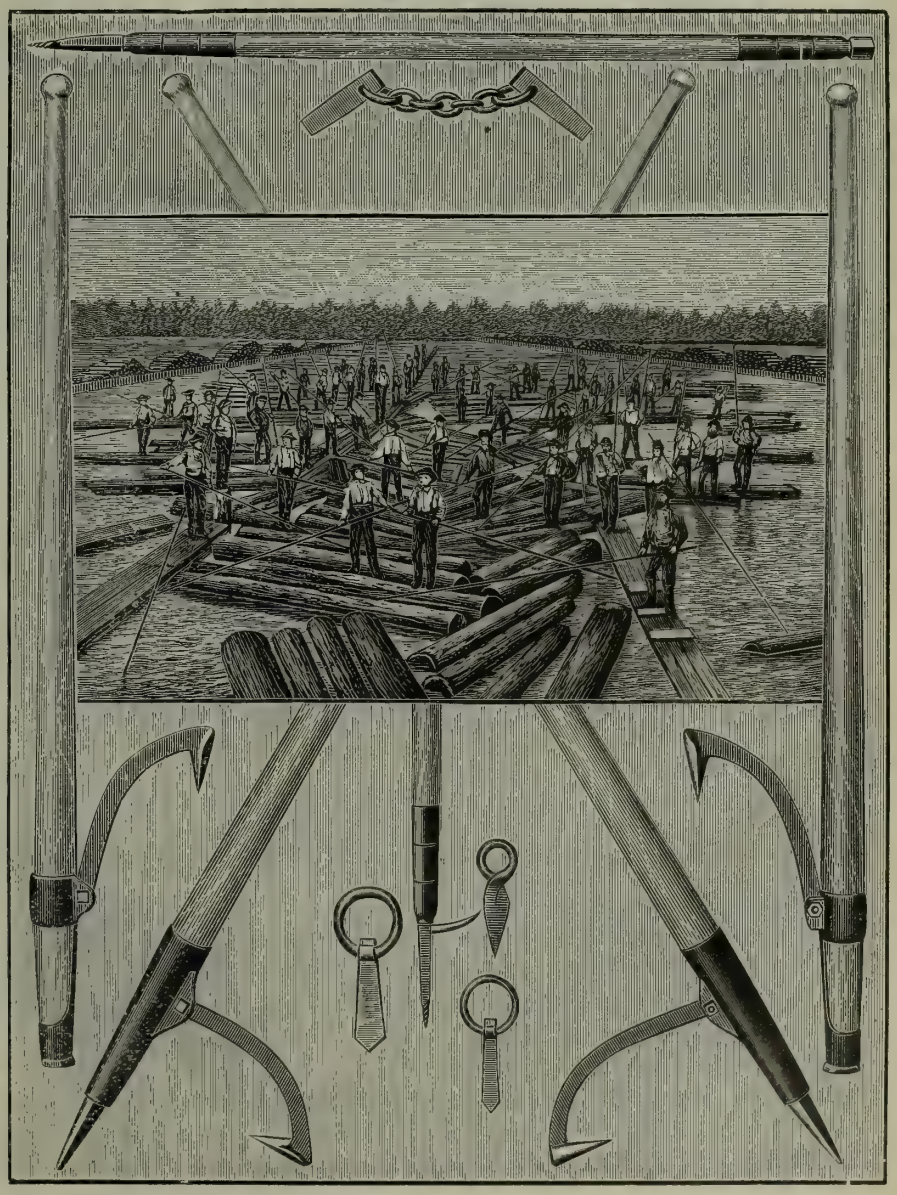
MONTREAL TORONTO WINNIPEG

Are you interested in any of the lines that are advertised ?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

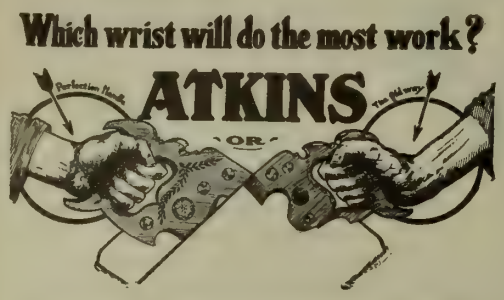
Best Logging Tools are The Soo Line



MANUFACTURED BY THE

Canadian Logging Tool Co., Limited

Sault Ste. Marie, - Ontario



Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.

Home Office and Factory: INDIANAPOLIS, IND

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 44 Ann St.

Lockerby & McComb
Montreal

Write for samples and prices to-day.

When a Man or Woman asks for the BEST CHURN

give him the "Favorite," and you do give him the best. It's the easiest to handle—Patent foot and lever drive, so that the churn may be operated by hand, by foot or both.

8 sizes to churn from 1-2 to 30 gallons of cream.

You are sure to please your customers with the "FAVORITE" and we make it worth your while to handle them. More of the "FAVORITE" Churns are sold in Canada than any other and the reputation of the "FAVORITE" makes it an easy seller for the dealer.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

BOOM

BOOM

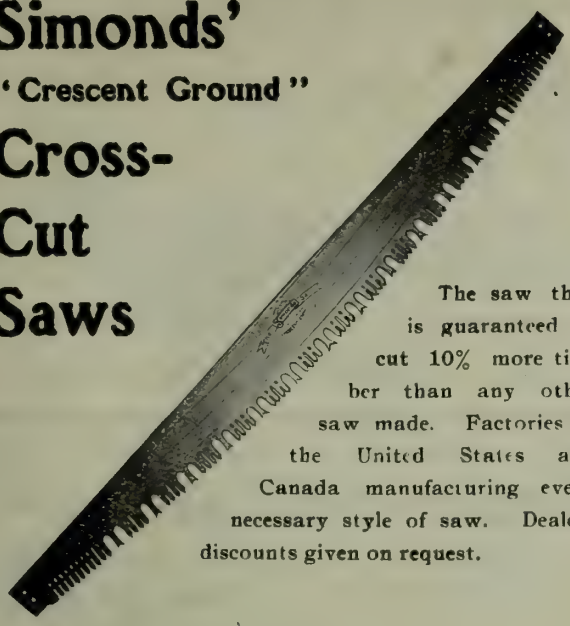
Everything is Booming and one of the **necessities** to a Boom is building Railroads, Canals, Bridges, Roads, Streets, Factories, etc., etc. **Well, we manufacture a line of goods**, that is a **necessity** to the Contractors that do this work. Therefore **Messrs. Hardware and Supply Men, be prepared** to meet your customers with the goods that will give them **the best satisfaction** by getting in a supply of **Our Wheelbarrows, Scrapers, Trucks, Forges, Blowers, Drills, etc.**

The LONDON FOUNDRY CO., Ltd., London, Canada

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Toronto, Ont. **St. John, N.B.**

THE CENTRAL DISCHARGE
is an exclusive feature of the

Shirreff Carpet Sweeper

All other sweepers discharge from both sides outwards. The Shirreff alone discharges contents of dirt trays toward the centre. The Shirreff has frictionless metal bearings. Axles are enclosed in dirt-proof tubes. The handle socket, bail and other metal parts are made of steel, either nickeled or enameled, thus making the Shirreff a much lighter and stronger sweeper than those having cast iron parts.

Three Grades

LEADER — PREMIER — PARLOR PRINCE

WRITE TO-DAY FOR PRICE LIST

Shirreff Mfg. Co., Limited

BROCKVILLE - - - ONTARIO

ORDERS SOLICITED THROUGH THE JOBBING TRADE

Spear and Jackson Saws

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

SEYMOUR SHEARS

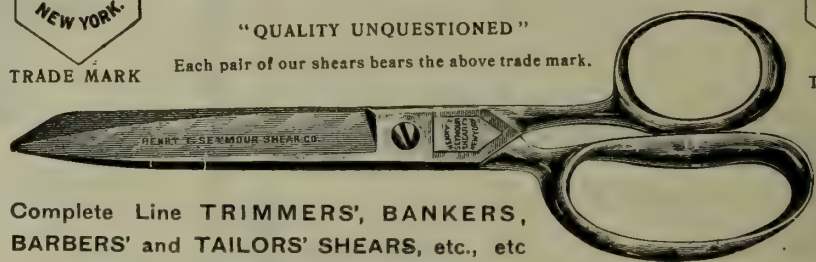
HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

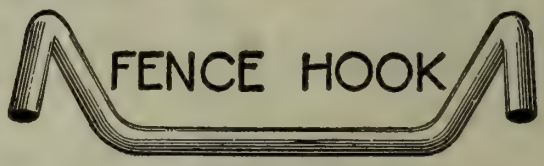
A Photograph of a Bartlett

AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

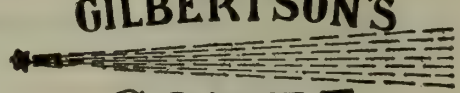
GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

GILBERTSON'S



COMET

Cut of Comet Brand on Galvanized Sheets stands for —QUALITY—

Stocked by Leading Jobbers

ALEX. GIBB, - 13 St. John St., Montreal

Sole Canadian Agent:
W. GILBERTSON & CO., LTD., Makers, Pontardawe, Wales

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

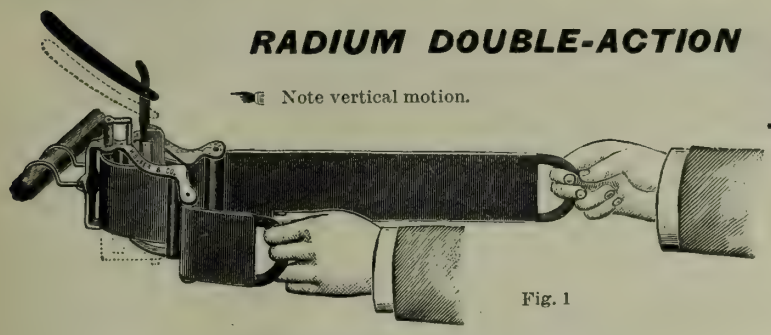


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

ALEXANDER GIBB

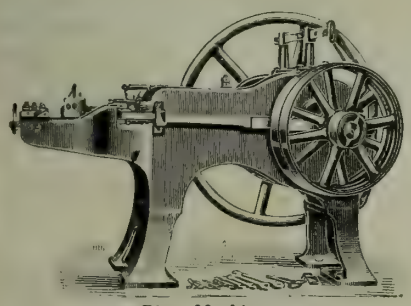
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

When writing to advertisers, kindly mention having seen the advertisement in this paper.



Rivet Machine

ED. BRAND ENGINEER,

'THE' Wire Working Machinery Specialist

35, Shakespeare Street, MANCHESTER, England.

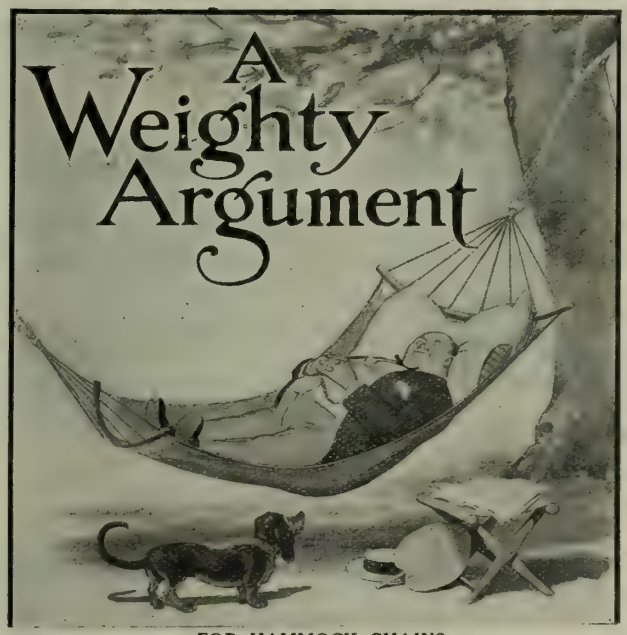
Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving.

Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c.

Plants working in all parts of the world.
Experience extending over many years in the Wire Trade.

CORRESPONDENCE SOLICITED
Mention Hardware and Metal when writing.

HAMMOCK INSURANCE



FOR HAMMOCK CHAINS

Hammock Chains are infinitely stronger than rope. Tested to bear the weight of five heavy men. Most easily adjusted. Will not slip. Made in three sizes: 3 ft., 6 ft. and 9 ft. respectively. Attractively packed, one set to a box. A convenient shelf package. Will appeal to every householder. Be sure you have these chains in stock before the season opens.

ASK YOUR JOBBER

Hammock Chains

make the USE OF ROPE on Hammocks

Criminal Negligence

8-oz. can

We Make It!

The BEST Air Drying Iron Enamel Made. Try a 1-doz. Case from Your Jobber.

Nickel Plate Stove Polish Co.,
CHICAGO

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

THE MEDIUM FOR ALERT PEOPLE

Do you wish to keep tab on what is going on round about you in the great world of literature, exploration, business, travel, industry, invention and commerce? You can do so by reading each month one publication only, and that is

THE BUSY MAN'S MAGAZINE

Each issue is superbly illustrated, and the June number now out, is particularly attractive. It is a review of reviews for busy men and women, with several bright Canadian specials.

The table of contents embraces:—

Political and Commercial Affairs.

There is Not Enough Money in the World.
Building a Busy Business City.
The British Trader in Canada.
The Passing of the Macphersons.

Entertaining Short Stories.

The Head of the House Economizes.
The Milliner: A Monologue.
Jim Cradlebaugh: Headliner.
The Enlistment of the Long Reach Men.

Business and Industry.

The Power Behind a Vast Enterprise.
West of To-day Building for West of To-morrow.
The Richest Coal Baron in the Dominion.
Some Methods of Distributing Profits.
The Fertility of the Great Hinterland.

Science and Invention.

What the Genius of One Man Has Accomplished.
The Righteousness of Doctors' Bills.

Travel and Description.

The Proper Way to Spend a Holiday.
Summer Tour of the Maritime Provinces.
How Indians Gather the Wild Rice Crop.
Automobiling in Canada Decidedly Popular.

Articles for the Workers.

Who Should Furnish the Guarantee?
Get This Kind of Trouble.
How Sir Thomas Shaughnessy Reached the Top.
The Young Napoleon of the West.
The First Public Ownership Candidate.

Other Features.

Will There be Another Canadian Cardinal?
Canadians Who are Doing Things, and How.
The Tyranny of Clothes.
What Men of Note are Saying.
The Busy Man's Bookshelf.
Contents of Current Magazines.
Improvements in Office Devices.

Ask for Busy Man's, "the Magazine with the red cover." On sale at all news-stands.

20 cents a copy. $2.00 per year.

THE BUSY MAN'S MAGAZINE, 10 Front St. East, Toronto, Ont.

The **Buffalo Manufacturing Co.**

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns,
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High-Grade and Exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge Street,

Write for Catalogue **Toronto, Ont.**

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

CANADIAN ORNAMENTAL IRON CO.

SPECIALTY - - - IRON FENCES.

35 YONGE ST. ARCADE.

TORONTO.

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
Amatite 67
Ambard, Lucien F. & Co 66
American Shearer Co 11
Atkins, E. C., & Co 72
Atlas Mfg. Co 11
Aylmer Pump & Scale Co 15

B

Baglan Bay Tin Plate Co 77
Banwell Hoxie Wire Fence Co 13
Barrett, W. L 10
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 74
B. B. Glove & Mitt Co 17
Barton Netting Co 20
Bogart, Frank 27
Boker, H. & Co. outside front cover, 75
Bowser, S. F., & Co., Limited 67
Brand, Ed 75
Brandram-Henderson, Limited 56
Brantford Screw Co 80
Brantford Roofing Co. 66
Brown, Boggs Co 18
Buffalo Mfg. Co 76
Butterworth & Co 26

C

Canada Cycle & Motor Co 24
Canada Foundry Co 12
Canada Horse Nail Co 14
Canada Metal Co 15
Canada Paint Co 58
Canada Wire Goods Mfg. Co 12
Canadian Bronze Powder Works 59
Canadian Fairbanks Co 9
Canadian Hart Wheels Co 17
Canadian Heating & Ventilating Co 27
Canadian Rubber Co ..... outside back cover
Canadian Ornamental Iron 77
Caverhill, Learmont & Co 7
Canadian Logging Tool Co 71
Carter-Crume Co 11
Cavers Bros 17
Chicago Spring Butt Co 1
Clauss Shear Co 63
Collins Mfg. Co 11
Consumers' Cordage Co 21
Crescent Wire & Iron Works 11

D

Davey & Co 11
Davidson, Thos., Mfg. Co 8
Dennis Wire and Iron Co 13
Dieckmann, Ferdinand 49
Dillon, R 21
Directory of Manufacturers 11
Disston, Henry, & Son 70
Dominion Cartridge Co 30
Dominion Wire Mfg. Co 19
Dominion Hammock Co 19
Dorken Bros ..... outside front cover
Dowswell Mfg. Co 1
Drummond-McCall 7

E

Enterprise Mfg. Co., of Akron, Ohio 15
Enterprise Mfg. Co 69
Erie Specialty Co ..... inside back cover

F

Ferrosteel Co 28
Ford Auger Bit Co 12
Forsyth Mfg. Co 19
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co 66
Gibb, Alexander 75
Gilbertson, W., & Co 74
Greening, B., Wire Co 21
Grove Chemical Co 12
Guelph Spring & Axle Co 77
Gutta Percha & Rubber Mfg. Co ..... outside back cover
Gurney Foundry Co 25

H

Hamilton Bridge Co 20
Hamilton Cotton Co 17
Hamilton Rifle Co 69
Hanover Portland Cement Co 11
Harris, J. W., Co 68
Heard, W. A 57
Heinisch, R., Sons Co 59
Hopkins & Allen Arms Co 70
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 12
Hyde, F. & Co 74

I

Imperial Varnish and Color Co 55
Independent Cordage Co 22
International Varnish Co 61

J

James & Reid 11
Jardine, A. B., & Co. 77
Johnson's, Iver, Arms and Cycle Works 53

K

Kemp Mfg. Co 30
Kerr Engine Co ..... inside back cover

L

Leslie, A. C., & Co 53
Leslie, W. R. B 16
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 72
London Foundry Co 72
London Rolling Mill Co 17
Lucas, John & Co 61
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

Mc

McArthur, Alex., & Co 62
McArthur, Corneille Co 60
McCaskill, Dougall & Co 55
McClary Mfg Co 26
McDougall, R., Co 67
McFarlane, Walter 67
McGlashan-Clarke Co., Ltd 20
McKinnon Dash & Metal Works 24

M

Mace, A. H 12
Manitoba Iron Works Co 49
Manufacturers List Co 11
Maple City Mfg. Co 14
Maxwell, David & Sons 72
Martin-Senour Co 57
Meaford Wheelbarrow Co 15
Metallic Roofing Co 51
Metal Shingle and Siding Co 66
Montreal Rolling Mills Co 53
Moore, Benjamin, & Co 57
Morris & Bailey Steel Co 8
Morrison, James, Brass Mfg. Co 29
Munderloh & Co 65

N

National Hardware Co 22
Nelson, H. W., & Co 23
Newman, W., & Sons 11
Nicholson File Co 79
Nickel Plate Stove Polish Co 75
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 77

O

Oakey, John, & Sons 77
Ontario Lantern & Lamp Co 28
Ontario Tack Co 53
Ontario Wind Engine and Pump Co 11
Orford Copper Co 77
Oshawa Steam & Gas Fittings Co 12
Otterville Mfg. Co 12
Owen Sound Wire Fence Co 14

P

Parker Wire Goods Co 11
Parmenter & Bullock Co 11
Paterson Mfg. Co 64
Penberthy Injector Co 31
Pearson, Geo. D. & Co 21
Pease Foundry Co 49
Pelton, Godfrey S 59
Peterborough Lock Co 20
Pink, Thos 2
Plymouth Cordage Co 22
Pringle, R. E. T 10

Q

Queen City Oil Co 13

R

Ramsay, A., & Son Co 59
Rapid Tool Co 14
Richardson, J. E 77
Ridgeways Collecting Agency 15
Robertson, James Co 74
Roper, J. H 26
Ross Rifle Co 80

S

Samuel, M. & L., Benjamin, & Co 9
Seymour, Henry T., Shear Co 74
Sharratt & Newth 55
Sherwin-Williams Co 51
Shirreff Mfg. Co 73
Simonds Mfg. Co 71
Simonds Canada Saw Co 73
Smart, Jas., Mfg Co 27
Spear & Jackson 73
Stairs, Son & Morrow 79
Standard Chain Co 23
Standard Paint and Varnish Works 59
Stanley Rule and Level Co 54
Steel Trough & Machine Co 11
Stevens-Hepburn Co 68
Still, J. H Mfg 68
St. Amaud Freres 17

T

Taylor-Forbes Co ..... outside front cover 13
Thompson, B. & S. H., Co ..... outside back cover
Time Saving Coupler Co 68
Toronto Plate Glass Importing Co 10

U

United Factories Ltd 60
United Roofing and Mfg. Co 13
United States Coin Lock Co 17
United States Steel Products Co 29

W

Want Ads 46
Western Wire & Nail Co 74
White Mop Wringer Co ..... inside back cover
Whitman & Barnes 18
Wilkinson, Heywood & Clark 69
Woodstock Wagon & Mfg. Co 13
Wood-Vallance & Co 4
Wright, E. T., & Co 13

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd., Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Nelson, H. W., & Co., Ltd., Toronto

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Acme Can Works, Montreal.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Glue.
The Grove Chemical Co., Ltd., Appley Bridge, Wigan, Lancs, Eng.
Quibell Bros., Ltd., Newark-on-Trent England

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co, Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd, Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette Street, New York.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co, London, Ont.
Canadian Ornamental Iron Co., Toronto

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd, Montreal
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers
Ferrosteel Co., Cleveland, Ohio.
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Hassall, Jno., 183 Lafayette Street New York.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Bowes, Jamieson Co., Hamilton, Ont.
Davidson, Thos., Mfg. Co., Montreal
Clare Bros., Preston, Ont
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.
Meaford Wheelbarrow Co., Meaford, Ont

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prism
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co, Montreal.
Stairs Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson & Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

BRANTFORD SCREW CO.

LIMITED

BRANTFORD

If you have any special shape of Rivet or Bolt that you want made right, send us a sample and we will be pleased to give you a quotation.

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

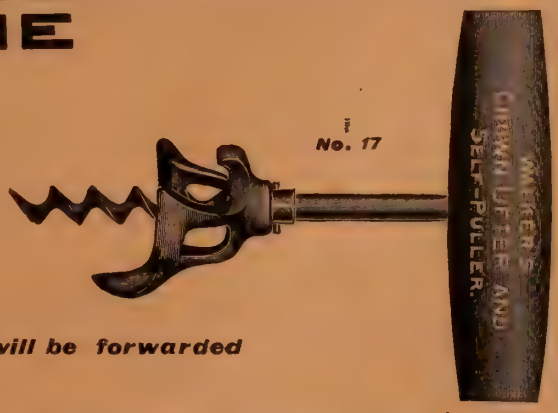
Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

NOW IS THE TIME

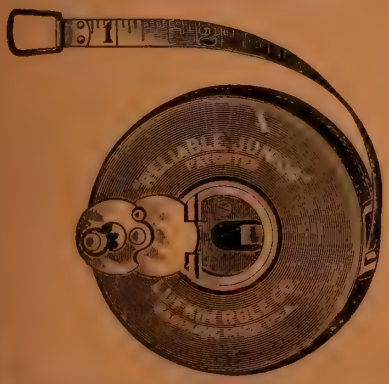
for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—290 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"It holds, where others fail"

WE WANT YOU TO TRY

Sheet and Spiral Packing

Long Fibre Asbestos and Rubber Perfectly Combined

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver.

IN STORE AND ARRIVING BY FIRST STEAMERS:

"F. B. & W." Dry White Lead
" Genuine Red Lead
" Orange Mineral
" Ground Litharge
" Flake Litharge
Reduced Red Lead
"V.M." Zinc Oxides
Nitrate of Lead

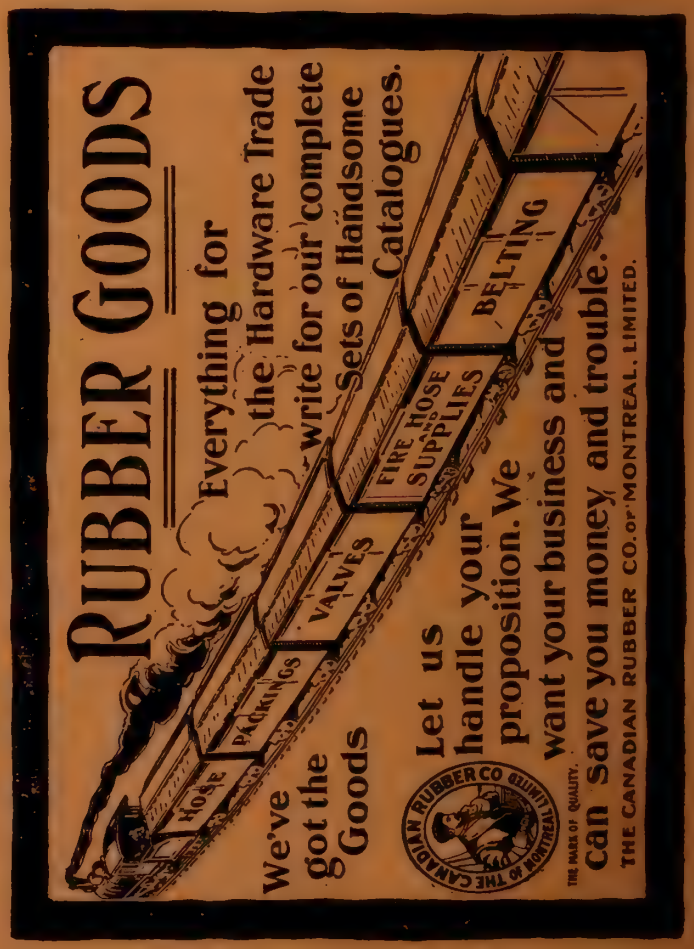
We can quote you lowest prices, and shall be pleased to have your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.



CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, JUNE 6, 1908 NO. 23.

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL

"FLEUR DE LIS"

FLEUR DE LIS

SOFT FLAT

UNIFORM IN WEIGHT

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

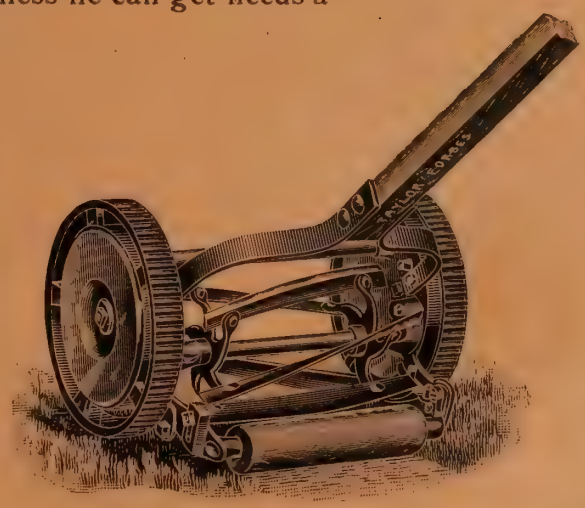
A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

MANY GRADES AT APPROPRIATE PRICES

The man who wants all the lawn mower business he can get needs a pretty good assortment of lawn mowers.

THE TAYLOR-FORBES LINE OF LAWN MOWERS

is the most complete assortment in Canada. By handling our goods you can supply every class of lawn mower demand and make a really excellent profit on each sale—to say nothing of the satisfaction you give your customer by selling him what he wants at a reasonable price.



SEND FOR OUR NEW CATALOGUE

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, - GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West. ST. JOHN, N.B., H. G. Rogers, Agent.

VICTORIA B.C., J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

KEEP COOL

Ice Cream Freezers

Ice Cream
Scoops,

Ice Picks,

Etc., Etc.

The Gem, The Blizzard and The Twin

REFRIGERATORS

The Celebrated Bohn-Syphon

WITHOUT PEER
WITHOUT EQUAL

Six degrees above freezing, with less ice than ever used in a Refrigerator before.

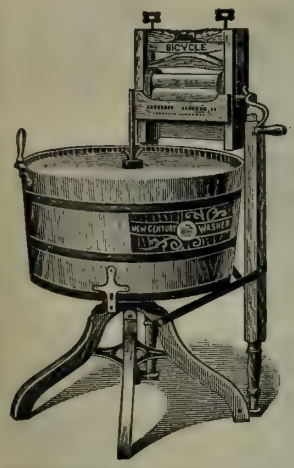
The Sanderson-Harold in Solid Oak and Ash

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

Something You Ought to Be Selling



New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

HAMIL[illegible], ONT.

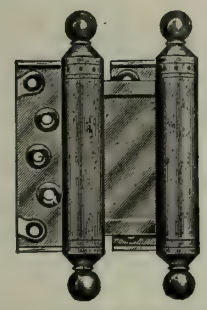
W. L. HALDIMAN[illegible] MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

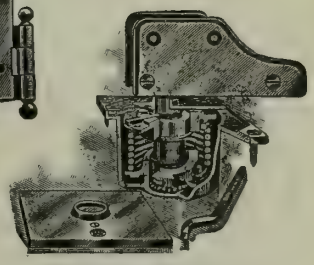
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE
- Well Advertised
- In Demand
- Easily Sold
- Satisfactory in Use
- Of Known Reputation

THEY EXCEL IN
- Easy Running
- Quick Freezing
- Economy
- Convenience
- Practical Results

"LIGHTNING"

"GEM"

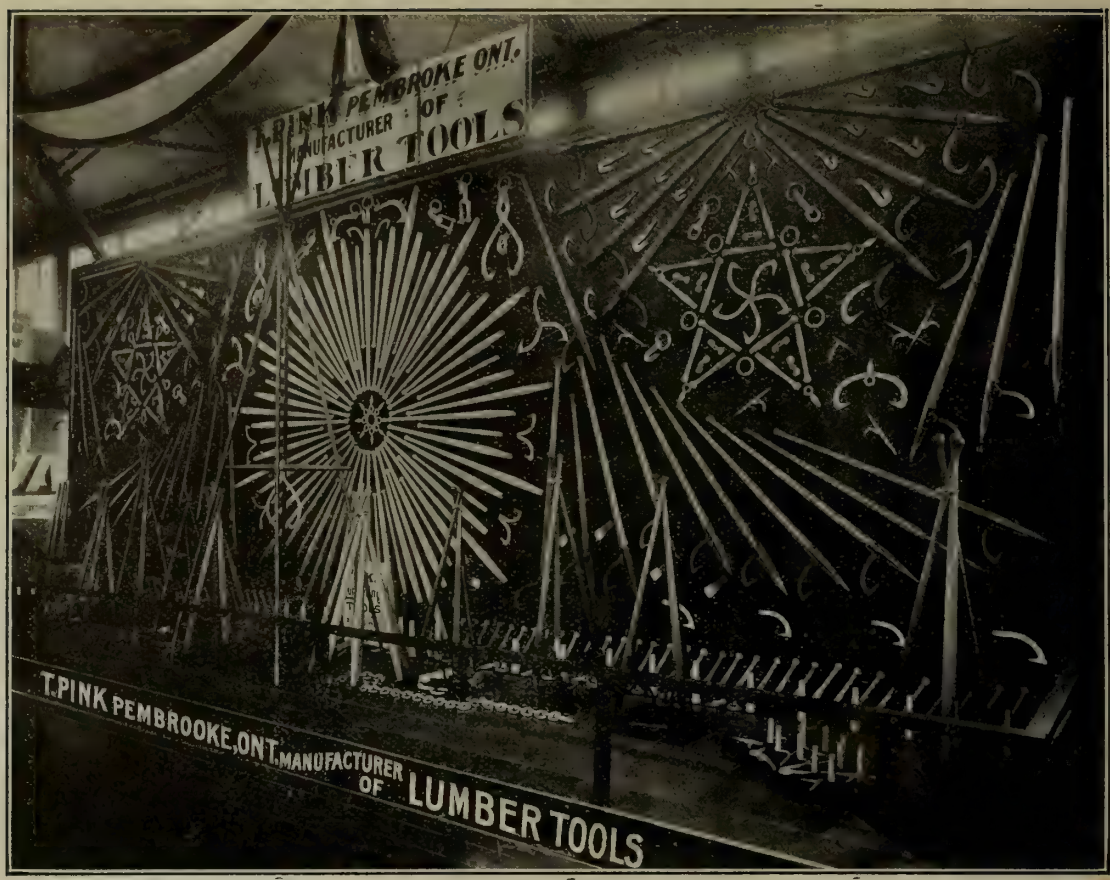
"BLIZZARD"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

TERNE PLATES

Standard Sizes in Stock.

Prices Right Both for Stock Shipment and for Importation.

M. & L. Samuel, Benjamin & Co.

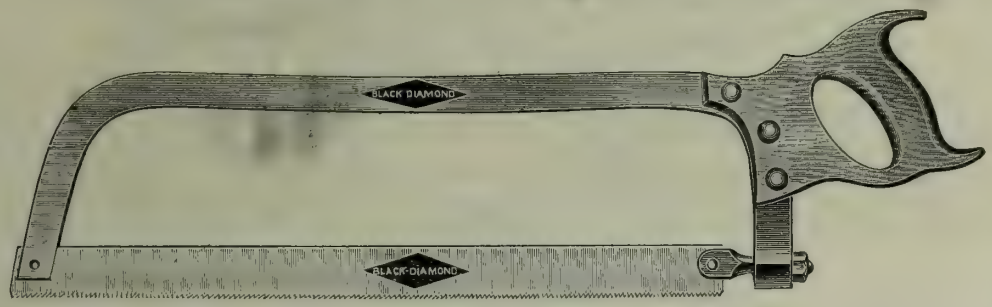
Toronto, Ontario **London, England**

Black Diamond Saws

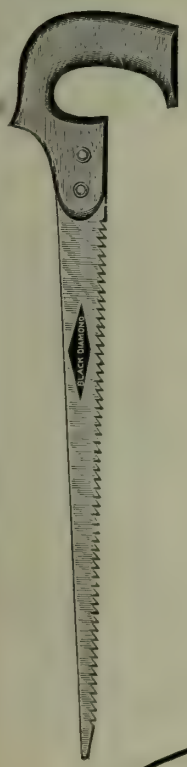
This Brand is Registered, Imitators, Beware

WE BELIEVE in advertising goods in which we have a proprietary interest.

WE believe in concentrating our energies on lines, the quality of which we know to be first class.



WE look to our customers to assist us in marketing goods of this kind, as we will insist on the retailer taking a reasonable profit on all lines that we control.



Black Diamond Brand

stands for quality, and on every article of this brand we give an unconditional guarantee, and we will replace free of charge if found defective.

The prices are not high, the quality is the highest.

SEND US A SAMPLE ORDER

Black Diamond Hand Saws
Black Diamond Butcher Saws
Black Diamond Cross-Cut Saws
Black Diamond Compass Saws
Black Diamond Pruning Saws

LEWIS BROS.,

MONTREAL Limited

PROMPT ATTENTION TO MAIL ORDERS

Toronto Ottawa Calgary Vancouver

JUNE WEDDINGS

For suitable presents in Cutlery Cases, Carvers, Silver Knives, Spoons or Silver Cabinets, if you will send us your order we will guarantee satisfaction.

No. 8045—one of our leaders.

For a full assortment of Cases consult our general catalogue.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

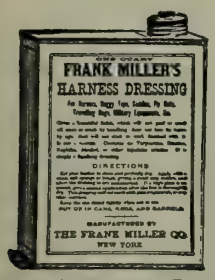
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

Harness Oil and Dressing etc.



Miller's Harness Dressing

It produces a beautiful soft jet black finish that will not crack, smut or peel from the leather and will retain its lustre longer than any other dressing.

1 pint tins 1 quart tins

Harness Oil

Buggy tops, dashboard and boots

Hoof Dressing

It stimulates the growth of the hoof and keeps it in a healthy condition, is used in cases of split hoof, corns, hard, dry, brittle or contracted feet.

1 quart tins

Hoof Ointment

1 lb. tins

Castor Oil

1 Pint Bottle, 5 Gallon Tin

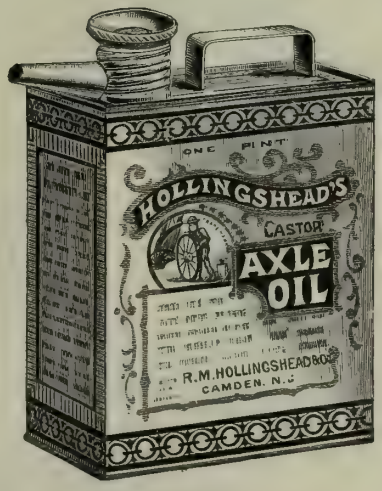
Harness Soap Dressing

in 1 lb. tins
" 2½ lb. tins
" 5 lb. tins

Axle Grease

1 lb. tins. 3½ lb. tin pails

Buggy Top Dressing



Axle Oil

1 pint tins

FOR OTHER LINES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

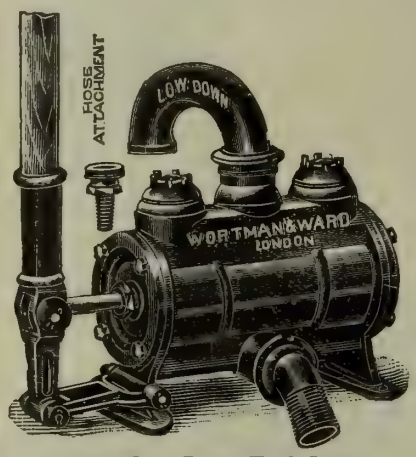
We Ship Promptly

GRAHAM NAILS ARE THE BEST

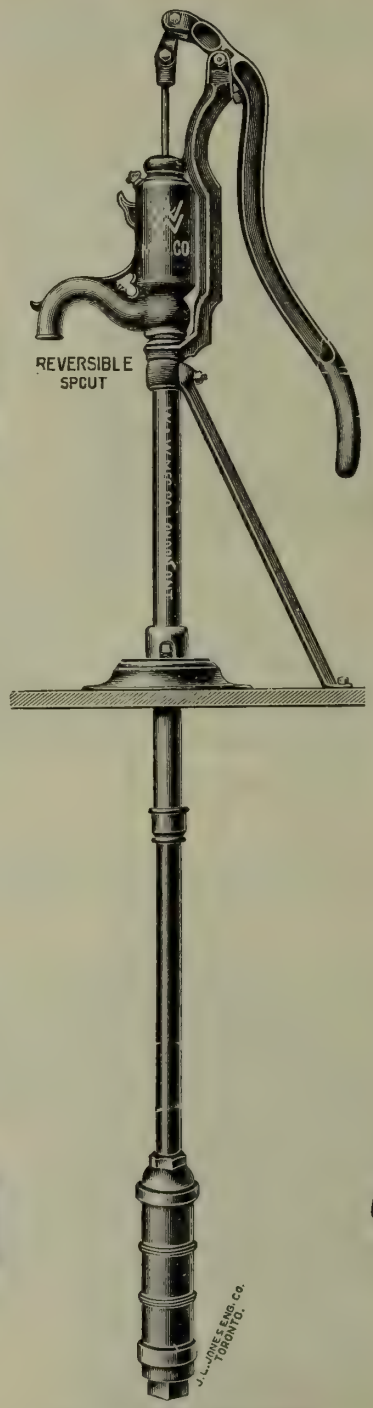
Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

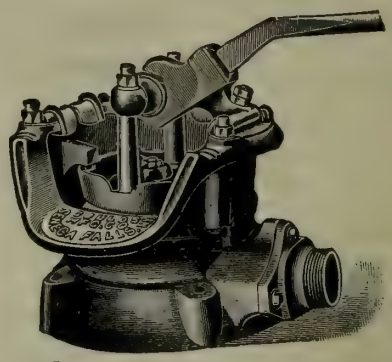
PUMPS



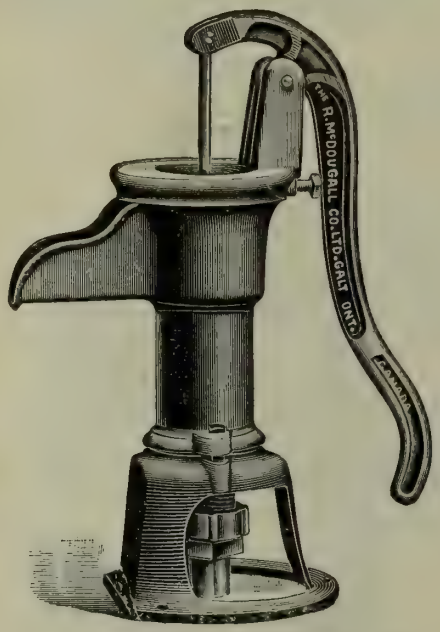
No. 42--Low Down Tank Pump.



No. 81—Deep Well Pump.



No. 1223—Diaphragm Suction Pump



No. 50—Pitcher Spout Cistern Pump.

Semi-Rotary—"Cock" Force Pump

If you receive an inquiry for any of these, write us.
For fuller information see our Catalogue.
Ask our travellers to quote, or write us direct.

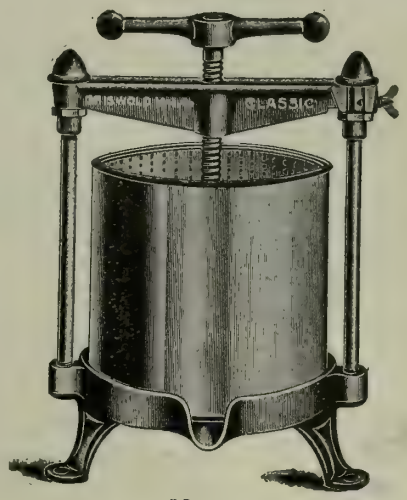
FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

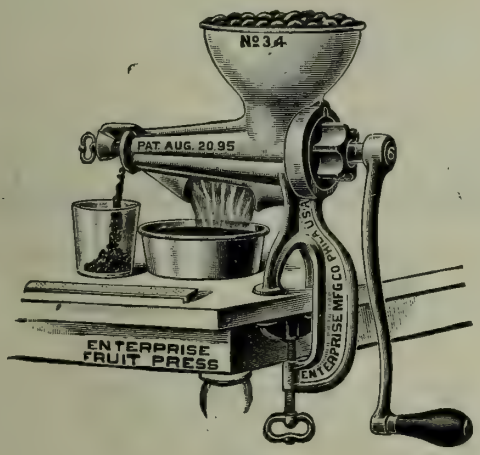
You Will Soon Be Asked

for some of the machines shown here. They are useful assistants to the housewife during the fruit canning season. These machines are rapidly becoming indispensable, and something of the kind is to be found in nearly every kitchen. They will attract the interest of women, and sell readily at good profits.



No. 1

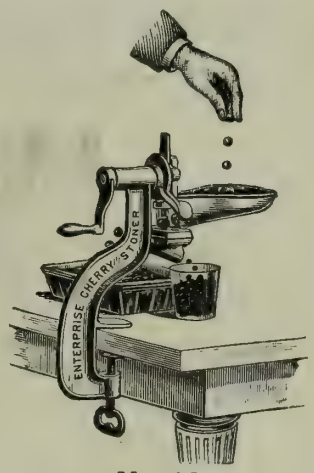
No. 1 is a strong machine made with a steel and iron frame with a heavy tin cylinder holding one quart. It can be used for a variety of purposes, for jellies, fruit, wine, lard, cheese, etc. All parts are heavily tinned.



No. 34

No. 34 is a well-known "Enterprise" machine. It is admirably adapted for making wines and jellies. The fruit is fed into the hopper and by turning the crank the juice and pulp are separated and ejected at different outlets.

No. 12 is a cherry seeder, also an "Enterprise" product. If you have ever bitten a cherry stone when eating a piece of cherry pie you will feel like inducing all your women customers to buy one. The machine will make cherry preserving easy.



No. 12

Do you keep these machines in stock? If not order one of each as a trial and see if they don't sell.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street, QUEBEC. FRASERVILLE.

Price $50, New

Save Money!

Use a National Cash Register

OUR NEW PRICES leave no excuse for any merchant being without one.

Guaranteed new National Detail Adders, $30.00, $40.00 and $50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., $25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world.

We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, $60.00 up. We supply Registers from $15.00 to $900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co., F. E. MUTTON, Canadian Manager 129 West King Street, TORONTO

THE LARGEST STOCK OF

PLATE GLASS

in Canada is in our warehouses—ready to fill your orders. All of A-1 quality, clear and flawless.

Get Our Prices on Bevel Plate, Doorlights and Mirrors—

they will suit you. Don't forget that we are noted for promptness of delivery, and that our careful and expert packing methods eliminate the liability of breakage.

The HOBBS MANUFACTURING CO., Limited

TORONTO LONDON WINNIPEG

MANUFACTURERS of Leaded Art Glass, Bevel Plate, Mirrors, Etc.
IMPORTERS of Rolled Plate Glass, Sheet Window Glass, Ornamental Figured Glass, Muffled and Cathedral Tints, Polished British Plate Prismatic Sheet Glass, and Sole Canadian Agents for Maximum Light Glass.

YOU would not expect a Harvest without first putting in the right seeds

Then why expect the most profitable results from your Business without first putting in the right lines. Authorities look upon the

PRATT AND WHITNEY SMALL TOOLS

as standard for all others. The Quality and Accuracy of this line is unquestioned. Such tools as these will add to your prestige as a quality-house and give you the best trade.

Write for details of selling arrangements. Don't wait. Do it NOW.

PRATT AND WHITNEY SMALL TOOLS

TAPS, DIES, REAMERS, DRILLS, CUTTERS, TAPER PINS, RATCHETS, Etc.

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER

CANADIAN DISTRIBUTORS

Made in Canada.

AGENTS WANTED IMMEDIATELY

For the new

"BUSTER BROWN"

line of first-class

Canadian made Children's Express Wagons

also suitable for light carting and other purposes.

NOTE THE FOLLOWING FEATURES:

1. Strongly made from selected stock.
2. Tight Springboard Bottom 14¼ in. x 36 in.
3. Removable skeleton Express Box.
4. 1⅛ in. x 2¾ in. first-class Hard Maple Axles.
5. Extra heavy 8 inch wheels with special pattern Iron Hubs; ⅝ in. Spokes; ½ in. x ¾ in. Rims bent in one piece; ⅛ in. x ¾ in. tires. Tires set on Hydraulic Tire Setter.
6. Oil Chambers in Hubs help to retain oil or grease and keep wheels cleaner. Require less attention.
7. Heavy Perfect Steering Mechanism. Note special pole connection: no wear on the wood.
8. Iron Braces on front and rear axles.
9. Equipped with Brake.
10. Attractively finished. Box and gearing in the natural wood with red and green trimming; wheels red.

This is really a first-class article, made of identically the same classes of materials as our regular line of Farm and Freight Wagon, etc., where strength and endurance are the prime factors, and finds ready sale throughout the Dominion. The durable article is becoming more popular every day and extensive sales have been made in many places with a good margin of profit.

Packed 1-3 dozen in crate, K.D. Weight, 25 lbs., each. Prices and terms on application to

The Woodstock Wagon and Manufacturing Co. Ltd.,

WOODSTOCK, ONT.

Watch for special announcements in succeeding issues.

STANDARD STICK---PASTE---SALTS---FLUID

IF YOU USE SOLDERING MATERIAL, WHY NOT USE THE BEST

"STANDARD" material is A GOOD BIT BETTER THAN ANY OTHER

Insist on "STANDARD"
SOLDERING STICK
SOLDERING PASTE

NO ACID
NON - CORROSIVE
GET IT—TRY IT—YOU'LL ALWAYS BUY IT

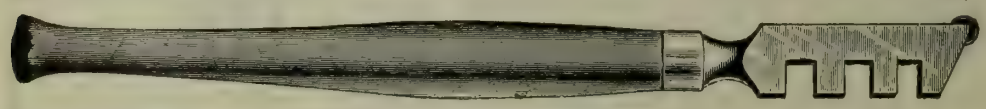
IT DOES THE WORK
SOLDERING FLUID
SOLDERING SALT

SEND FOR CATALOGUE

THE R. E. T. PRINGLE COMPANY, Limited

MONTREAL, QUE. ***WINNIPEG, MAN.***

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.



BARRETT'S STANDARD GLASS CUTTERS

Sold by All Progressive Hardware Merchants. Send for prices **W. L. BARRETT,** Mfr., Bristol, Conn., U.S.A.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

A GOOD BUYER Knows a lot, HE'S GOT TO. but there are a thousand articles MADE IN CANADA that he doesn't know of, but can learn about, from the Canadian Industrial Blue Book, Buyer's Guide.

Big discount on present book to the trade.

THE MANUFACTURERS' LIST CO.,
TORONTO, CANADA

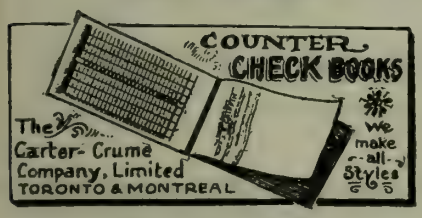
CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106 110 Lafayette Street.

CHECK BOOKS



FIRE ESCAPES.

James & Reid Improved Folding Fire Escape and Roof Ladder.

Reasonable in price and of simple construction. Made of 3/8 round, high-grade steel. Sections and hooks 12 inches long.

Write for further particulars.

JAMES & REID, Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

PULLEY BLOCKS AND CARGO GINS.

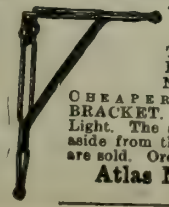
On Admiralty List.
PULLEY BLOCKS AND CARGO GINS.
Large variety of patterns. Single, double. Treble and Snatch. For Hemp or Wire Rope. Fitted with Galvanized or Gun Metal Sheaves, Patent Roller Sheaves or Patent Self-Oiler Sheaves Best possible workmanship and quality guaranteed. As supplied to H. M. Government. Also Cargo Gins and Ships' Fittings of all kinds.
DAVEY & CO., 88, West India Dock Road
LONDON, E.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.

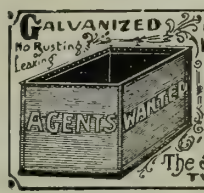


Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin.
Manufactured by
THE COLLINS MFG. CO., - - TORONTO

TANKS.



Steel Tanks

Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

The Steel Trough & Machine Co. Limited
TWEED, ONT.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

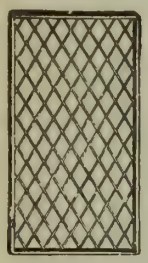
Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
HARDWARE AND METAL
Montreal and Toronto.

THE STEAMFITTER'S APPROVAL

and permanent trade belong to the dealer who handles exclusively

"DIAMOND" Brand FITTINGS

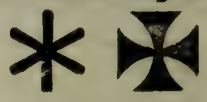
They are always reliable, because they are perfect in material, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



James Hutton & Company
Montreal

Sole Agents for Canada.

ELECTRIC FAN MOTORS

FOR

Direct or Alternating Circuits

are a good side line for hot weather.

Write for Catalogue and trade prices.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect **all** the items of information appearing in Canadian newspapers about any subject **you** are interested in. Our service is thorough. We don't miss an item. If you want **all the current information** about a pet subject, we can supply it at the lowest cost. By using our service you can **keep posted** on any subject.

WRITE FOR OUR FREE BOOKLET.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill St., Montreal. 10 Front St. E., Toronto.

Joint Deposit Accounts

are a special convenience arranged for customers of THE METROPOLITAN BANK. Money can be deposited or withdrawn by husband or wife. Particularly valuable for farmers and town residents.

Money Orders and Drafts sold at lowest rates.
Farmer's Sale Notes collected and advances made thereon.
SAVINGS DEPARTMENT—$1.00 or more opens an account, interest allowed from date of deposit, and compounded FOUR times a year.
You may deposit or withdraw money by mail.

The Metropolitan Bank

Capital Paid Up: $1,000,000 — Reserve Fund and Undivided Profits: $1,241,532.26

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President — W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER

MONTREAL — TORONTO

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthies part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—Queen's Park Hotel

PORT OF SPAIN, TRINIDAD, B.W.I.

John McEwen, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

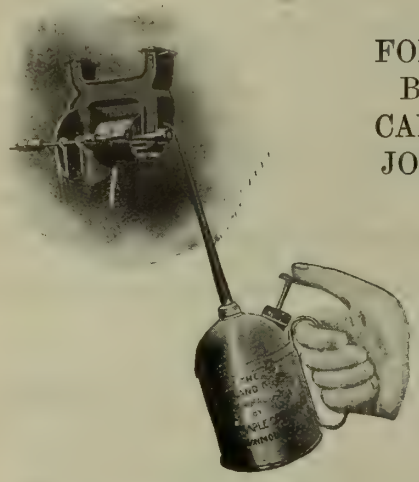
OTTAWA, ONTARIO. James K. Paisley, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

The Cheapest Fence

is the one that serves longest. On that account the

"DILLON"

Hinge-Stay Field Fence

is by long odds the cheapest on the market. The hinge-stay construction—found only on the Dillon—positively prevents it succumbing to the abuse which invariably falls to the lot of a wire fence enclosing cattle.

SEND FOR CATALOGUE

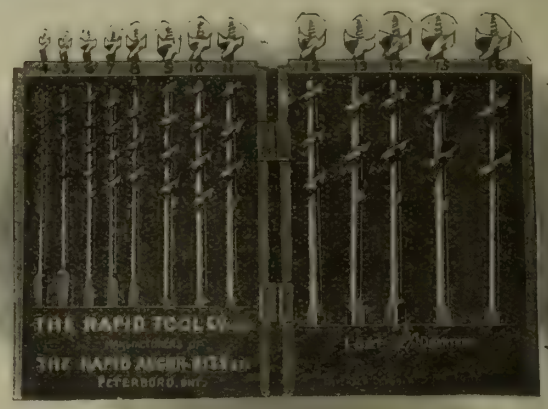
THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipe
The Aberorombie Hardware Co., Vanoouver

Are You Handling

Rapid Auger Bits?



All our Auger Bits are made with our double thread patent screw, specially constructed double cutting extension lip and our patent Guide Point. They are unquestionably the cleanest and fastest cutters on the market.

Write To-day for Price List.

The Rapid Tool Co., Limited

Peterborough - Ont.

A Wonderful Culinary Invention

SCOTT'S PATENT ROASTING PAN

Revolutionizes the Question of Cooking

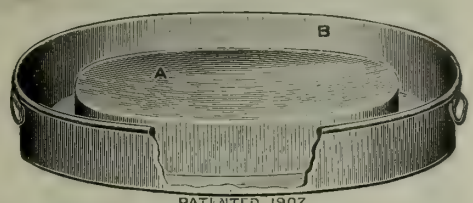
The invention is simplicity itself—and wherever used, either in palatial club or the humblest household, the results are the same—a point of interest to every housewife, is the saving of meat in the process of roasting, as here shown, which alone warrants its adoption in every kitchen, viz.:

Beef Cooked by Old Method

Weight of Beef	6 lb. 10 oz.
Weight after Cooking	5 lb. 10 oz.
Loss	1 lb. 0 oz.

Beef Cooked in Scott's Patent Pan

Weight of Beef	7 lb. 2 oz.
Weight after Roasting	6 lb. 13 oz.
Loss	0 lb. 5 oz.



The Main Features of the Pan are as Follows:

1. Absolutely no burning.
2. No smell during cooking.
3. No waste.
4. No watching.
5. No basting.
6. No dirty burned fat to clean from pan.
7. 25 per cent. less gas or coal used.
8. It is pressed from one piece of metal and has no cover.
9. The fat is separated from the juices of the meat and clarified in the water space.

Roast of Pork (old way)

Weight before Roasting	4 lb. 8 oz.
After Roasting	3 lb. 4 oz.
Loss	1 lb. 4 oz.

Roast of Pork (Scott's Patent Pan)

Weight before Roasting	4 lb. 8 oz.
After Roasting	4 lb. 6 oz.
Loss	0 lb. 2 oz.

The result here given is sufficient evidence that there is as much difference in the old roasting pan and Scott's Patent Roasting Pan, as in a comparison of the old horse car vs. trolley car.

The Highest Endorsation

MR. PERCY SCOTT:

I duly received the sample of your Patent Roasting Pan, also a letter from the Davidson Mfg. Co., asking my opinion of the article.

On Saturday last I tested your pan with an 18 pound Ribs of Beef, and I must admit that your Roasting Pan is simply all you claim for it, and more.

Allow me, Mr. Scott, to congratulate you most highly on your invention, for which I predict the greatest success, as every lady will have one in her household, owing to the fact that all smell is done away with and the best results assured, all of which I personally endorse.

Yours most respectfully,

(Signed) H. SCHNEIDER,
Chef St. James' Club Cuisine,
Montreal.

This illustration shows at a glance the construction of the pan, which is stamped out of one piece of metal - has no seams whatever, and after usage is as easy to clean as the ordinary soup plate--which is a revelation to the user of the old-fashioned pan.

Made in three sizes in black steel and colonial enamel ware.

Nos.	1	2	3
Inches	15 x 13½	17½ x 14½	19 x 17½

Instructions

The operating is simplicity itself. Place the joint, fowl or fish on central raised portion, place pan on floor of oven, fill circular space almost full of water, shut oven door and do not open until joint is finished.

Should much gravy be required, about fifteen minutes before taking out joint add a cup of water to raised portion.

This pan has no cover, it does not steam the joints or burn them as the covered article invariably does, but it roasts and browns everything to perfection.

Whatever you roast in this simple pan will be found sweeter, more juicy and much more tender than is possible to attain on the old-fashioned and covered pans.

The THOS. DAVIDSON M'F'G CO., Ltd., Montreal and Winnipeg

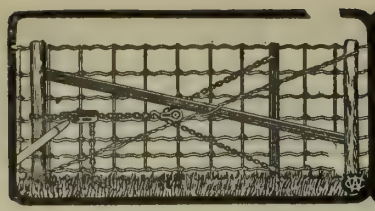
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

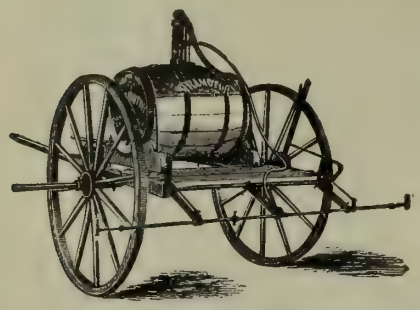


HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK



Can Your Pocket Hold $550 More?

To one man, who has a keen eye for money-making, we have already shipped enough spramotors to pay him above handsome profit—and the season is young yet. He lives in a town of 3,000. If you have room in your pocket for a nice fat roll of spramotor profits just write us for further information.

W. C. HEARD
1242 KING ST. - LONDON, ONT.

SOMETHING NEW

in Hay Rakes. And not only new, but a real improvement upon the old style of rake—an improvement in practical working capacity and enduring strength. That is the

Eureka Rake

which we have patented, and of which we are the sole manufacturers. The handle of this superior wooden hayrake is sawn with the braces in one piece, and is mortised firmly to the head, thus making it extremely rigid. The Eureka Rake is already proving a great money-maker for the hardware trade. Are you getting your share?

Price List Sent Upon Request

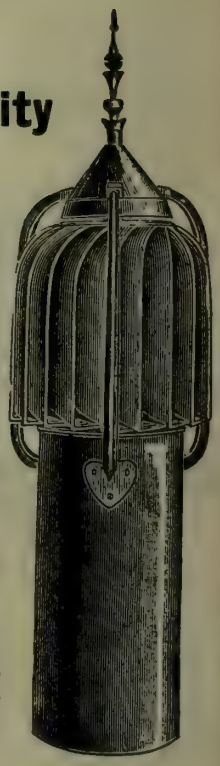
J. H. Still Manufacturing Co. Limited
ST. THOMAS, ONTARIO

It Saves Lives

A Building Necessity

These are the names that have been made synonymous with the

AEOLIAN VENTILATOR



We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern building can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited.
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,
E. H. McHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited
General Contractors and Manufacturers
MONTREAL

Wright's No. 3 Deep Well Cold Blast Lantern

In order to meet the demand for a lantern which will burn 48 hours without refilling, we are offering our No. 3 Cold Blast Lantern with extra deep well. This lantern is the same as our No. 2 pattern but the well is 2″ deep, having just double the oil capacity of the ordinary lantern, and burning twice as long.

MANUFACTURED BY

E. T. WRIGHT & CO., - HAMILTON

Auto Spray

Compressed-Air Automatic

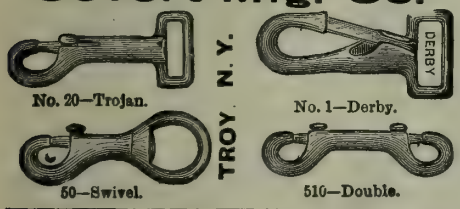
Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto.
465 Temple Building, Montreal.

Covert Mfg. Co.



No. 20—Trojan. No. 1—Derby.
50—Swivel. 510—Double.

$ $ $ $ $ $ $ $ $ $

CONTRACTS

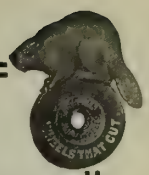
mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.



It's a Wise Hardwareman

who examines our goods and figures on our prices before sending out of the country for

EMERY AND CORUNDUM

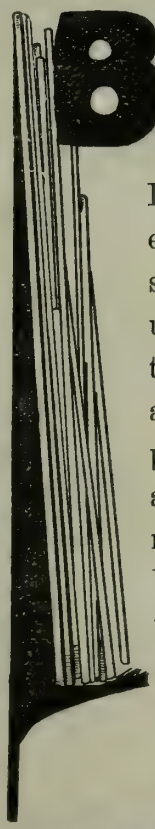
Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones, etc.

The quality and attractiveness of our goods is not surpassed by any imported lines. Our prices are lower, and you have no customs bother to put up with or duty to pay.

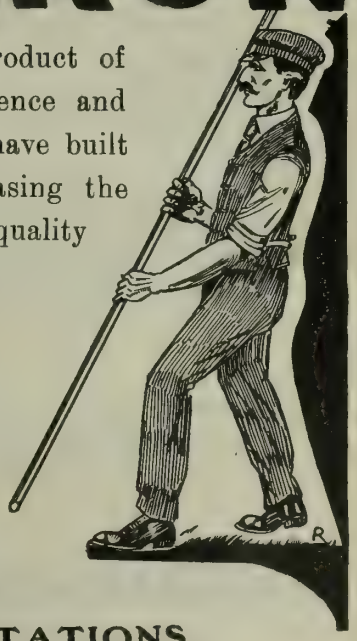
Send for our Catalogue.

Canadian Hart Wheels, Limited
Hamilton, Canada

BAR IRON

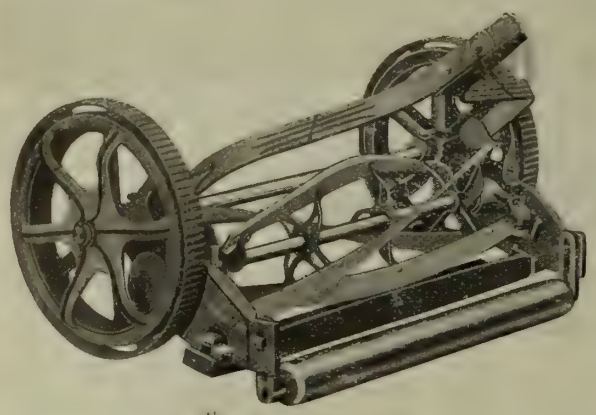


London Bar Iron is a product of extensive practical experience and scientific knowledge. We have built up a big business by pleasing the trade in the matter of high quality as well as in accuracy and promptness of shipments and closeness of price. Why not send us a trial order? You will be as pleased with our goods as the rest of our scores of satisfied customers.



ASK US FOR QUOTATIONS

LONDON ROLLING MILL CO. LIMITED
LONDON — CANADA



THE EASIEST RUNNING LAWN MOWERS

built are the "W. & B." and not only are they light running, but they are strong and wear long.

Only the best material is used in their construction and every Mower is carefully tested and inspected before leaving our factory.

Our Ball Bearing Mowers are equipped with the simplest and most effective adjusting device on the market.

Write for our Special Lawn Mower Catalogue No. 64 and prices.

TRADE MARKS

W&B

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office

ST. CATHARINES, - - - ONTARIO

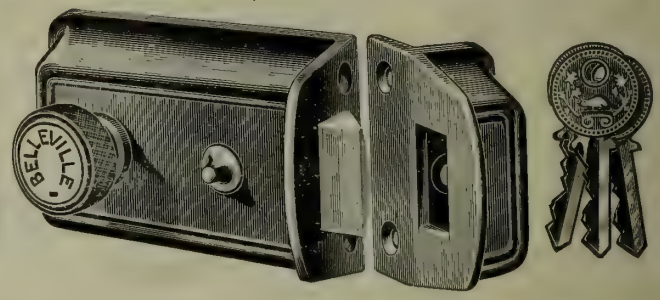
We carry large stocks and ship promptly.

OUR ASSORTMENT OF

Builders' Hardware

IS REALLY MOST COMPLETE

We have Mortise and Rim Locks, Door Knobs and Bells, Sash Locks, Hat and Coat Hooks, Front Door, Inside and Bathroom Sets, in all up-to-date finishes and designs.



Ask your jobber for "**Belleville**" hardware. It's the "Best."

The Belleville Hardware Co., Limited

BELLEVILLE, - ONTARIO

The Aylmer Double-Acting

House Force-Pump

ONE OF OUR LEADERS

Notice it has a reversible handle, a cock spout, a brass cylinder, a glass valve seat, a perfect hose attachment.

Where did you ever see a pump with as many good points?

Write for Catalogue and Prices.

AYLMER PUMP & SCALE COMPANY, Ltd.

Successors to

AYLMER IRON WORKS COMPANY, Ltd.

Aylmer, Ontario

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

Manufacturers of

Iron and Steel Wire,
Barb Wire,
Galvanized Wire,
Coiled Spring Fencing,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Cotters,
Tin Wire Barrel Hoops,
Strand Wire.

Rush along your specifications for

WIRE NAILS, WOOD SCREWS

Don't wait until you need the goods, but look ahead a few days and give us a fair show, and we will do our best to please you.

Money is the Thing

which interests you. No use trying to sell you something unless you can be shown where the profit is. That's why we sell so many

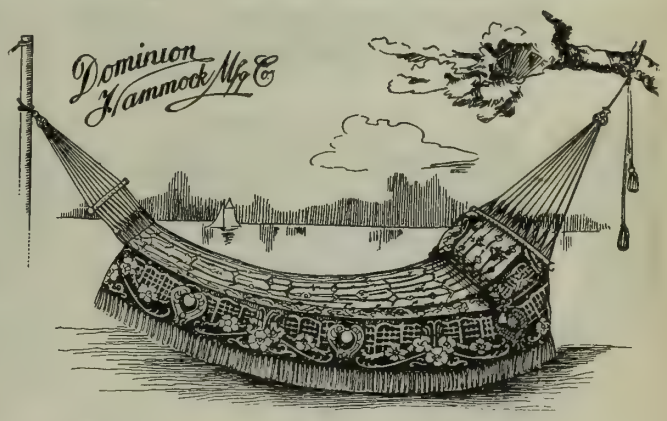
EUREKA HANGERS

Show a customer all the various kinds of garment hangers on earth, then show him the EUREKA Hanger and he'll buy EUREKA every time. Why? Simply because

They hang clothes right

Forsyth Manufacturing Co.

BUFFALO, N.Y.



Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

Big Profits Brisk Business

is the natural result of handling our up-to-date lines of

GAS and ELECTRIC LIGHTING FIXTURES

Write to-day for our list of attractive and practical features. It'll pay you to do so.

The Barton Netting Company, Limited

Mantles, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc. 33 Ouelette Ave., Windsor, Ontario

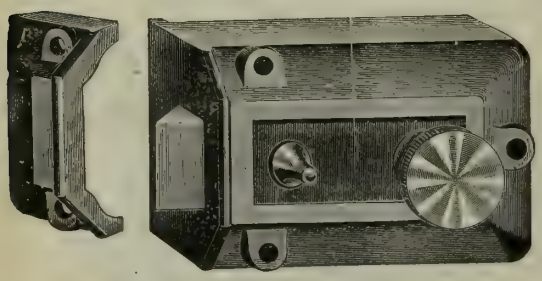
HIGH-GRADE PLATED WARE, CUTLERY AND NICKEL-SILVER FLATWARE OF ARTISTIC DESIGN, SOUND QUALITY AND ELEGANT FINISH. SEND FOR OUR LIST!

THE McGLASHAN, CLARKE COMPANY, Limited - Niagara Falls, Canada

AGENTS J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

There's Money in Selling Structural Steel

Every year sees an increase in the amount of Structural Steel used. Who's getting the orders for Structural Steel in your locality? You ought to have them, and we want to help you get them. We will furnish you with any information you may need about STRUCTURAL STEEL and its uses, and will quote you close prices on all kinds of Structural Steel work.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Satisfaction Guaranteed **A MARK OF QUALITY** Prompt Delivery

LION

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que. CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont. MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

PALMER'S HAMMOCKS

AND

ACCESSORIES

LARGEST

AND FINEST ASSORTMENT OF PATTERNS AND COLORS ON THE

MARKET

CUT No 028.

LENO

7/4 AND 8/4

MADE IN NINE COLORS

ALSO

36 in. AND 40 in.

NETTINGS

SEND FOR 1908 ILLUSTRATED CATALOG SHOWING 112 COLORED PLATES.

THE I. E. PALMER CO.

NEW YORK OFFICE: 55 WORTH ST.

CANADIAN REPRESENTATIVE: R. N. SCOTT 200 McGILL ST., MONTREAL

FACTORY AND MAIN OFFICE: MIDDLETOWN, CT., U.S.A.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

National Builders' Hardware

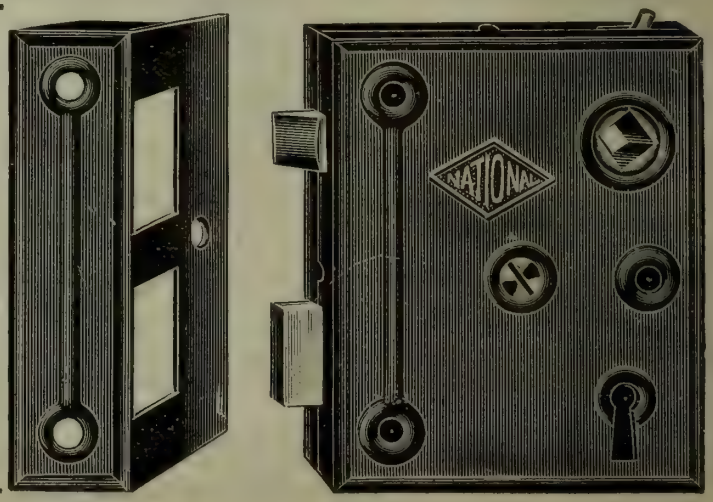
is the kind which brings you the most profits. Cut shows our new

Steel Rim Lock

the only steel rim lock manufactured in Canada. It's a great seller.

Ask your Jobber for ***National Builders' Hardware***

National Hardware Co., Ltd.
Orillia, Ontario, Canada



GREENING'S PATENT COW TIES

GREENING'S

These Cow Ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle the best.

A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, Ont. MONTREAL, Que.

ESTABLISHED 1840

NELSON'S BROOMS

HOUSE BROOMS
STABLE BROOMS
DECK BROOMS
MILL BROOMS
FACTORY BROOMS
All kinds of Brooms.
Write for Illustrated list.

H. W. Nelson & Co.
LIMITED
TORONTO, - - ONT.

PENBERTHY

Automatic Injectors

(They always work)

Auto-positive Injectors Ejectors

Water Gages Whistles

You Can't Fail
to please any customer if you sell him
Penberthy Goods

Gage Cocks Lubricators

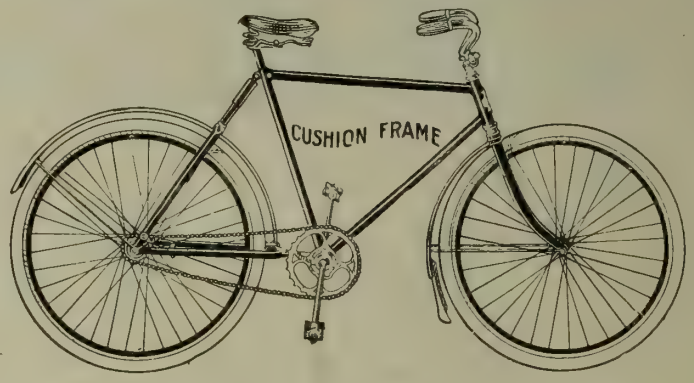
Oil Cups, Grease Cups, Air Cocks, etc.

MANUFACTURED BY

Penberthy Injector Co., Ltd., Windsor, Ont.

Financial Depression

promotes the desire to economize, and it lies close to the bone in the average person of moderate means. Something that saves money always looms large enough to be worth considering. Concentrate your attention on the Cushion Frame Bicycle.



The Bicycle is a profit to the man who sells as well as to the man who rides. Consider the Peerless Massey Silver Ribbon, Brantford, Cleveland and Perfect Wheels. Built for service and satisfaction by the

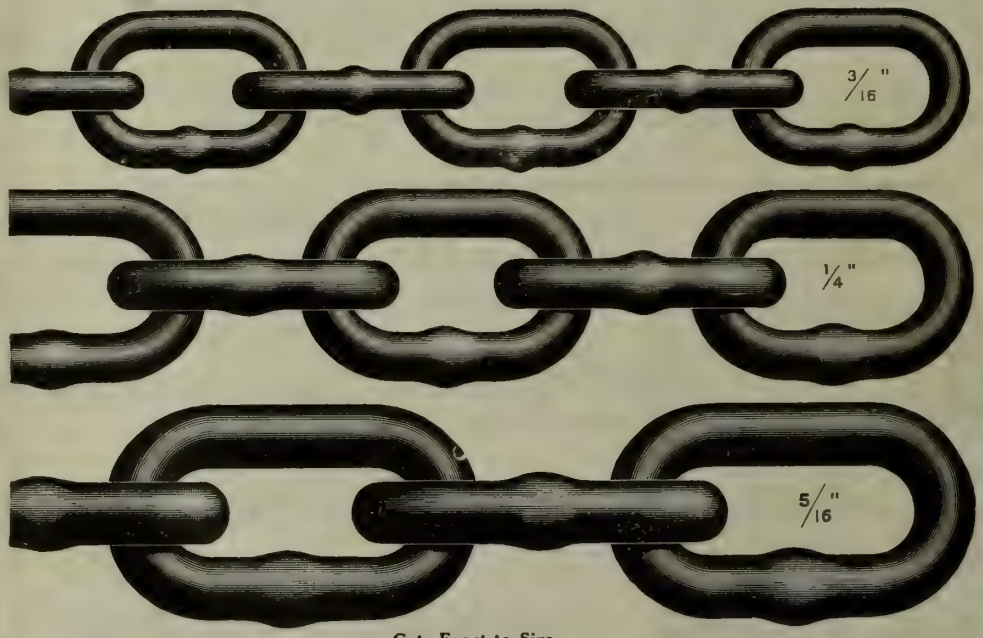
CANADA CYCLE AND MOTOR CO. Ltd.,

Makers of the World's Best Bicycles

WEST TORONTO, - CANADA

WRITE FOR CATALOGUE H.

McKINNON Electric Welded Coil Chain



Cuts Exact to Size

Design Patented

Notice the

SWELLED WELD

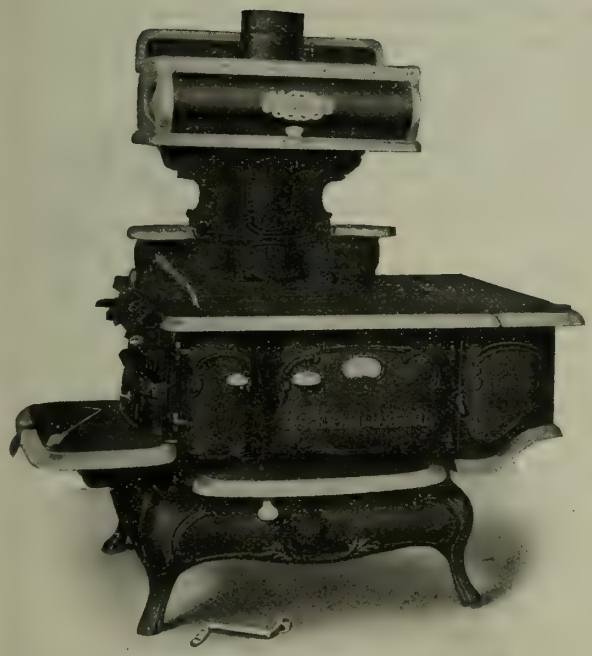
We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

McKinnon Chain Works

ST. CATHARINES ONT.

You'll Be too Busy to Do This If You Sell Gurney's Imperial Oxford



The removable nickle—

The lift-up hearth—

The new flue arrangement that keeps the FRONT of the oven hot—

The reversible grate—

Are closers your competitor hasn't got to offer.

If you drop us a card to-night for further details, it would be a sign that you were not like the fellow in the picture.

THE GURNEY FOUNDRY CO., Limited

Toronto

Stock carried at—

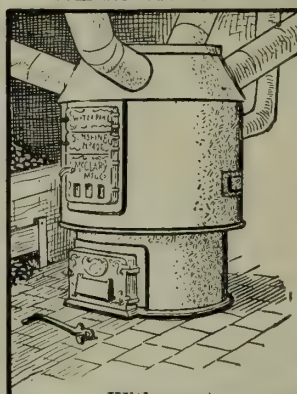
Toronto, Montreal, Winnipeg, Hamilton, Calgary, Edmonton, Vancouver

Telling a Great Truth to Six Million People

OUR selling methods are at the disposal of any enterprising dealer who can show good reasons why he should have the "Sunshine" agency for his town.

These methods — built on 61 years furnace experience — mean the largest newspaper campaign conducted in Canada, the most extensive follow-up system, and a furnace worthy of two such endeavors.

Are You Ready Now ?



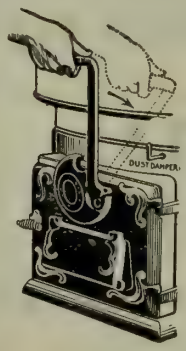
A Story In Chapters

I.

Furnace properly and carefully installed.

II.

With great ease water is placed in water-pan, drafts opened and coal fire started. Fire soon burns up brightly, drafts are closed and check-draft opened. Immediately heat-power begins to penetrate dome and radiator surrounding dome. The incoming cold air immediately receives the energy of this heat-power, and by natural law ascends up the hot-air pipes, thence to rooms. No gas escapes into cellar or rooms because there is an automatic gas damper providing for its escape up the chimney.



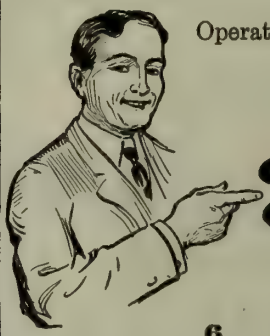
III.

In the morning a gentle rocking of the lever removes all ashes from grates. No dust in operator's face, for he first opened damper into dust-pipe leading from ash-pit, then direct draft at smoke-pipe entrance, and all dust passed up dust-pipe to dome, then out chimney.

IV.

No need to shovel any ashes away. All nicely settled in ash-pan ready to be quickly and easily removed from pit. On coming upstairs operator finds that he requires no whisking off, and his wife don't scold him for "making everything white."

V.



Operator is delighted. When asked the name of his furnace, he proudly said,

Sunshine

SEND FOR BOOKLET.

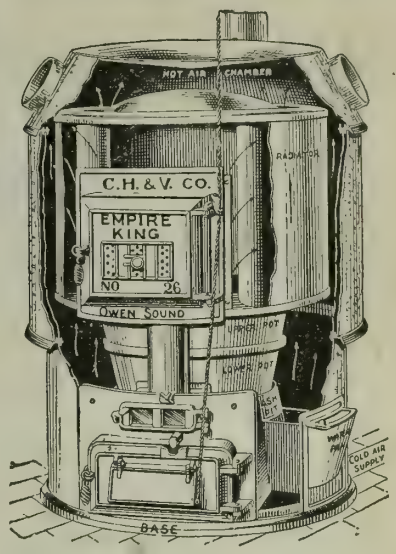
6 McCLARY'S

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Calgary.

YOU CAN GET MORE BUSINESS

by handling the

EMPIRE KING FURNACE



than any other on the market. The Empire King will give the highest satisfaction whether hard or soft coal, coke or wood is used, thus appealing to a broad class of customers. The Empire King is low built. It can be set up in low cellars without cutting away any joists. It has few parts and few joints, thus being simple and easy to set up, and staying right after it is set up. The Empire King embraces every vital, up-to-date furnace improvement, and has the special feature of cast iron fire guards. These are fitted around the interior of the radiator at the bottom, and prevent the burning out of the steel.

SEND FOR CATALOGUE

Canadian Heating and Ventilating Co.

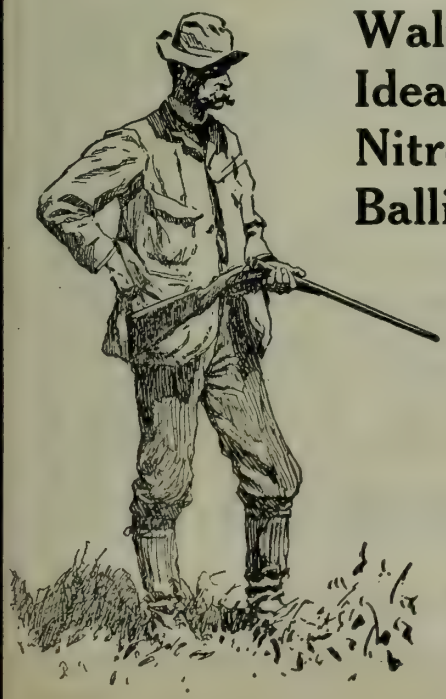
Owen Sound, Ontario **Limited**

ESTABLISHED 1820

All our excellent brands of Cartridges are an evolution of nearly a hundred years of honest effort.

It is only common sense to think that our brands are better.

Let us prove it! Ask for



Walthams,
Ideals,
Nitros,
Ballistites,

and quit taking chances on your shooting.

Get the best. To-day is the day to change.

F. JOYCE & CO.,
London, Eng.

J. H. ROPER,
82 St. Francois Xavier Street, MONTREAL
Sole agent for Canada

Crown Perfection Range

for Coal or Wood

The Latest and most improved on the market.

All loose nickel-plated trimmings. Fire Box for wood is 24½ in. long. The two-walled oven 20 x 20 x 11 is built of sufficient depth from front to back to include the main body of the oven entirely within the body of range. The back flue extends over the entire back of oven. We believe that a great saving in fuel will result from the use of this Range.

Send for Particulars and Prices.

The Jas. Smart Mfg. Co.,
Limited

Winnipeg, Man. Brockville

What is "The Square Deal" in Safety Razors ?

1.—A **Razor** that can be used with absolute safety—without a mirror—in the dark—on a train or boat—when nervous or hurried.

2.—A **Razor** whose edge is always so keen—be it after the first, second, third or hundredth shave—that the sensation of shaving is entirely imperceptible.

3.—A **Razor** whose blades will last for years, and not be thrown away because they have become unbearable after a few shaves.

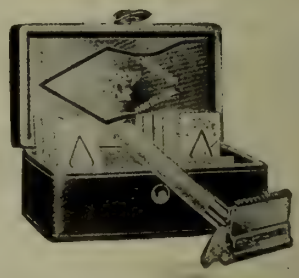
4.—A **Razor** that can be cleaned and dried in a second or two—without being unscrewed or taken apart.

We Defy

Any one to produce any other razor than

The Auto-Strop Safety Razor

that will answer the above requirements.



What Razor, then, but The Auto-Strop can be The Square Deal in Safety Razors ?

Are you advising your customers to buy The Auto-Strop ?

If not, why not ?

Some day they'll ask you to take back the "Non-Stroppers" you have sold them. It is only a matter of time when they will "get wise."

Be up-to-date. Handle only the latest and best.

The Auto-Strop Safety Razor Co., Ltd.

14 St. Helen Street, Montreal

—At—

The New Waverly Warehouses and Structural Shops of The Carnegie Steel Co., Newark, N. J.

CUT TO ANY LENGTH. —And— QUICK SHIPMENT A SPECIALTY.

The North Works of The Illinois Steel Co., Chicago, Ill.,

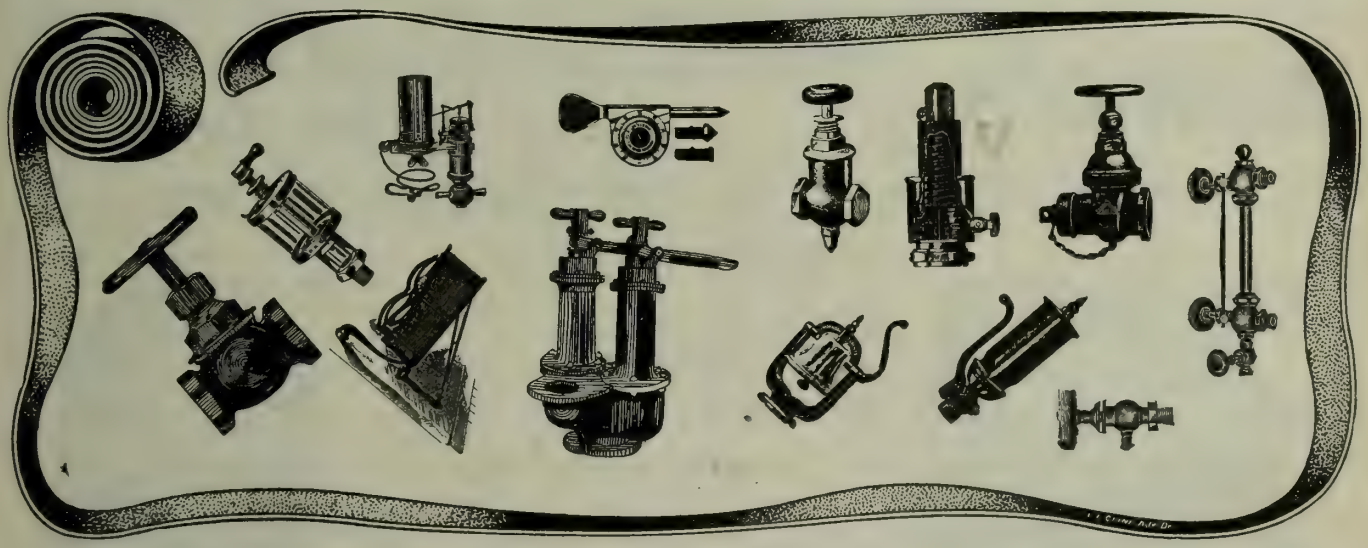
We carry in STOCK 100,000 Tons

BARS, PLATES, BEAMS, CHANNELS, ANGLES, RAILS

We also solicit inquiries
For Prompt Shipment Direct from Mills, Pittsburg, Pa.

United States Steel Products Export Co., Montreal, Can.

Distributors For Quebec, Eastern Ontario and Maritime Provinces.



We Make the Largest Variety of

ENGINEERS' SUPPLIES

BRASS and IRON GOODS

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Locomotive and Marine Brass Work.

Our products excel in QUALITY and DURABILITY

Corporation Brass Service Work, Etc.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West, - - . TORONTO

Dealers are friendly to themselves when THEY PUSH

DOMINION AMMUNITION

They admit—all over Canada—they **admit** their friendliness to us, but it is simply a case of good business.

You find a steady and satisfied customer whenever you recommend DOMINION cartridges and shells.

The quality does this for you.
Quality builds factory additions for us.

We know how to make the best Ammunition, and we know how to back the dealer with good local advertising.

The Prices are Right for Profits.
The newspaper advertisements help you sell.

FOR ALL MAKES OF ARMS.

Dominion Cartridge Co., Ltd., Montreal

Kemp's Novelty Refrigerators and Water Coolers

Just the article needed for Summer Residences or Camps

Novelty Refrigerators

No.	2	3	4
Inches	19x13¼x13¼	23x17x16	27x19¼x19¼
Each	$8.00	$10.00	$12.50

Water Coolers

Gallons	2	3	4	6	10
Each	$3.40	$4.10	$4.50	$5.65	$8.10

Write for Discount.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Matters of Mutual Interest

Newspapers that are successful are so because they print that which pleases their readers. We have always aimed at this, and that we have not been amiss in our aim is evident from the wide circulation and strong influence that characterize the McLean trade newspapers. To attain this position, the best newspaper men and women have been secured and large sums of money have been spent and are being spent. To-day our editorial staff is unsurpassed in efficiency and numbers by any publishing house in Canada. Twenty editors and reporters are regularly attached to the newspapers and magazines published by us, while of specialists and correspondents in Canada, Great Britain and France there are 133. Each paper has its own staff of editors correspondents and specialists.

* * *

This large staff enables us to accomplish a great deal but we want to accomplish more. We want to get as near perfection as possible. Our readers can help us. With their knowledge of business, some of them may see where an improvement can be made, where the paper is perhaps not as strong as it might be, or that we are not publishing articles on subjects you would like to see published. Drop us a line when you either see a weakness or think you see one. This is your paper as well as ours, and two heads are better than one.

* * *

Newspapers cannot live on their editorial staff alone any more than man can live on bread alone. There must be the co-operation of efficient advertising and subscription staffs as well. It is when these pull together and pull together well that the newspaper makes headway. On the staff of the MacLean Publishing Co. the aggregate number of men employed in either selling, advertising or soliciting subscriptions is 56. This enables us to systematically cover every part of the country. No other newspaper publishing firm in Canada has as large a selling staff as this, and we doubt whether it is equalled by any other on the continent. We do not say this boastingly, but merely to show our readers the extent of our organization.

* * *

That the business men of Canada have confidence in the future of the country is evidenced by the advertising they are doing in the MacLean Trade Newspapers. New business for January was the largest by 26 per cent. of any previous month in the history of the company, and the increase for the first five months has been equally gratifying. These increases are significant, in view of the marked falling off in the advertisements carried by many worthy newspapers and magazines in Canada and the United States. Profits, unfortunately, do not show any such gain. The increase in publication costs prevent such a desired consummation. But we have faith in the future and faith is the substance of things hoped for.

* * *

While Hardware and Metal's news service covers the trade of all provinces in Canada fairly well there are still a number of towns and districts in which we have no representatives. We would be glad to hear from anyone in the trade in these places who would undertake to send us the news of the district in, say, a monthly letter, or each week, if the district justifies it.

* * *

It is significant that the growth in circulation has kept pace with that in advertising. From all parts of the country there has been a steady inflow of new subscribers since the new year opened, while old subscribers are renewing in a way that indicates that they are well pleased with our papers. This is the proof of the pudding.

* * *

But we are never satisfied. The more circulation we have the more we want. We have recently added several new men to our subscription canvassing staff. This will enable us to simultaneously work every province in the Dominion, so that every probable subscriber who has come into existence since the country was covered last autumn will be waited upon before the end of the year by a trained solicitor, and no other publishing house in Canada has ever carried on such an extensive subscription campaign through trained personal canvassers.

* * *

Art as an adjunct to advertising has become a recognized fact. Art increases the effectiveness of advertising. Three or four years ago the MacLean Publishing Company established a staff of expert ad.-writers, whose services were placed at the disposal of advertisers free of charge. The results in the way of increased attractiveness of advertisements have been so gratifying that we have now created an art department for the purpose of further augmenting the effectiveness of the advertising carried by the nine trade papers and magazines published by us. The chief of the art department has done some of the most effective art advertising work in Canada, and we are looking for big things.

* * *

Writing regarding the advertising talks given in Hardware & Metal from time to time, H. J. Quinn, publisher of the Star, Napinka, Man., says:

"The work you are doing in encouraging the retail merchants to advertise is, we are sure, much appreciated by the local press of the country, and should prove beneficial to the merchants themselves, if they follow up the good pointers given in this department."

* * *

Two recent letters received from satisfied advertisers are as follows.

From George Gardner, Dartmouth, N.S.—"I would be obliged to you if you would address my Hardware and Metal in future to Dartmouth as I am pleased to say that I have been successful in obtaining situation from an advertisement in your valuable paper. I will send a further subscription very shortly."

From the Canadian Logging Tool Company, Sault Ste. Marie, Ont.—"We desire to congratulate your advertising man on the manner in which he sets up our ads."

* * *

Frank A. Child, who recently moved from Gravenhurst to Matheson, Ont., wrote:

"I have been without Hardware and Metal for two weeks and you see I miss it very much. I consider it the most valuable magazine for a hardware merchant published. You might insert a little local in your paper asking hardware and stove firms to send catalogues to my address. I have just opened for business."

* * *

Indicative of the standing and esteem Hardware and Metal is held by manufacturers the following letter from the Waterous Wire and Nail Works, Brantford, is interesting:

"Can you kindly tell us what the prevailing prices on wire nails were, as quoted in the Hardware and Metal during the months of May, June, July and August of last year. We do not keep our copies of Hardware and Metal so that we are unable to tell what these prices were. If you could furnish us with this information you would greatly oblige."

* * *

Mr. Kidd, of the firm of Kidd & Clements, Wapella, Sask., in conversation with a representative of Hardware and Metal, stated he found great benefit in Hardware and Metal. The advertising matter was of particular interest to him, keeping him in touch with the newest articles on the market. As an instance he noticed an advertisement of "The New Century Washing Machine," manufactured by the Dowswell Manufacturing Co., Hamilton, Ont.

The features of the machine as set forth in the advertisement appealed to Mr. Kidd and he insisted on his jobber procuring some for him. This is but one instance where this firm have ordered goods to be procured by their jobbers as a result of having seen them advertised in Hardware and Metal.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

BAD BUSINESS METHODS.

Experience has proven that it costs more to sell direct than through the wholesale and retail trade. The immense advertising expense, the difficulty in securing and filling individual orders, of repairing breakages and adjusting troubles overcome any possible saving. Among the thousands of factories that have tried the "direct to consumer" plan perhaps three have been what we might term moderately successful. An honest comparison of prices and quality with goods handled by the established retail trade show the latter can and do offer better values besides the advantage of seeing, and selecting and securing the article before it is paid for. There is but one real advantage the catalogue sellers have, and that is the unbusinesslike arrangement of farmers who advance the working capital to mail order houses. It is said that two of these houses have in their possession at all times from two to five million of dollars belonging to customers scattered over the country. It is this money that gives the catalogue houses their rating, which permits them to discount bills, and pay other expenses; when this fund shrinks or an extra amount of cash is needed for any reason the catalogue house has only to delay filling orders for a time. It is a great system, equalled only by the absurdity of "buying sight and unseen," taking the seller's own word for quality and selecting from a picture. No farmer would ever think of buying a horse or cow in this way, for this is something they know the value of and can judge the worth. No hardware, dry goods, furniture or jewelry merchant would think of buying the goods they are familiar with from a catalogue house because they know they usually lack in quality, finish and merit. Our criticisms of catalogue houses may seem harsh, but the descriptions are absolutely true. It is not strange that they are facing fraud indictments. The wonder is they have escaped so long.

PLAN FOR BOOMING A TOWN.

A plan for stimulating trade was recently adopted by the retail merchants of Talmadge, Nebraska, which is decidedly novel and is reported to have secured exceedingly satisfactory results.

Nineteen of the better merchants in the town organized a club and entered into an agreement by which each one of the members was to make special prices on some leading line of goods in his particular store each week. This fact was advertised throughout the surrounding country and it is said that not only does the man who has the special sale attract an extra volume of business, but farmers come into the town to take advantage of the special offer and purchase liberally at the stores of other merchants.

Undoubtedly one store receives particular attention during the week in which it is to advertise, but this is of course evened up in the course of a year as everybody has an equal chance. So far, there has been no feeling that one member of the club has gotten any of the best of his competitors and it has been decided to indefinitely continue the plan which has proven so satisfactory.

CO-OPERATIVE BILL STILL BEFORE SENATE.

The discussion on the Co-operative Bill, which was to have been taken up in the Senate some ten days ago, and was adjourned indefinitely, may come up again next week, although no promise to this effect has been made.

THOMAS MARSHALL,
Of Congdon & Marshall, Dunnville, Ont.

HARDWAREMAN A CANDIDATE.

Thomas Marshall, hardware merchant, Dunnville, Liberal candidate for Monck, in the Ontario elections, was born in Dunn Township, just across the river from Dunnville, 42 years ago. He graduated from Toronto University at 21 and later as a member of the Queen's Own took part in suppressing the Riel rebellion. After teaching in Dundas and Dunnville high schools, he entered the hardware business at Dunnville and it has grown to large proportions during the past 18 years. He is one of Dunnville's most enterprising business men and is a director of both the local Consolidated Telephone Co., which recently acquired the Bell interests there, and the new proposed Dunnville, Wellandport and Beamsville Electric Railway. In 1906 he was a member of the executive committee of the Ontario Retail Hardware Association.

SELLING WHITE LEAD WITHOUT PROFIT.

E. J. Cornish, president of the Carter White Lead Company, of Montreal, who delivered an address before the New York State Retail Hardware Association at their sixth annual convention in Buffalo, February 20, 1908, said:

It is to be regretted that retail dealers have established a custom of selling white lead without a profit. There is probably not a dealer here who would not quit selling white lead to-day if he could do so without driving his customers to competitors for their other merchandise. The fault, gentlemen, is in yourselves and not the corroder. We would like very much indeed to see you make as large a profit in white lead as you do in your mixed paints, brushes, colors and other products. There is no reason why you should not do this, excepting that you have established a custom to the contrary.

White lead is a staple article, the worth of which is generally known. One dealer sees fit to make a leader of white lead in order to encourage trade in more profitable materials that are bought by the same customer. This forces other dealers to do likewise, until finally all dealers are selling without profit. Manifestly now no one gets any advantage from this custom, but all lose. If anyone should now attempt to make a reasonable profit in his sales of white lead, he would at once lose trade. The only way a reform can be made in this respect is by unanimous action of all retail dealers in white lead. If this organization would take the initiative in this respect, I doubt not that all other sellers of white lead would join you. Everyone sees and feels the folly of the custom. It is as absurd as the conduct of the Jew clothier who said to a prospective customer: "My friend, I lose $1 on every one of these coats that I sell."

"What makes you sell them, then?" asked the customer.

"Ah, you see," was the reply, "I make it up on the large number I sell."

The profit sought to be derived from free competition does not require that any article should be handled at a perpetual and universal loss. But if you will persist in having a large part of your capital invested in white lead which you sell without profit, then you should not charge up against white lead the costs of doing business, but rather give to it credit for its proportion of the profits in brushes, colors, turpentine, oil, wall paper, mixed paints, and other goods that it assists you to sell.

Paterson, Jenks & Co., hardware merchants, Montreal, have been appointed agents for Kampfe Bros., New York, manufacturers of the Star Safety Razor.

The Sporting Goods Department

A Profitable Line to Push—The Revival of Bicycling—How to Handle Gasolene Profitably.

The summer sporting season has opened out well, and there is every indication that good business will be done all the way through. Most of the club organizations have started on their schedules. Baseball, lacrosse, football, tennis, cricket and golfing teams are matching themselves in sporting rivalry. Boating houses are thronged with animated members, the thud of the launch screw is heard on lake and river, while many a yacht sail is spread to catch a favorable breeze. Fishermen are trooping in ever-increasing numbers to their favorite fishing spots, while automobilists have mapped out the itinerary of the tours they mean to undertake during this and succeeding months. Camping enthusiasts are but waiting for summer vacation to escape to the woods, while shooting men are longing for the fall and the smell of the discharged cartridge. From now onward, until winter enfolds us again, there will be no cessation to the healthy enjoyment of athletic Canada, and to the equally profitable enjoyment of the retail merchant who wisely caters for the demand.

A Profitable Department.

There can be very few merchants who do not realize the advantage of a good sporting department. A dealer expressed to Hardware and Metal a few days ago that sporting goods were among the best lines that he carried, yet this man has not only to contend against other hardware competitors, but against the sporting goods store proper. If such is the case in a crowded city, the financial profit accruing to the merchant in smaller towns where this competition does not exist, should be much better.

There are several peculiar advantages attached to the sporting goods trade which should not be overlooked. In the first place, it is a great developing business. Every year sees a large aggregation added to the sporting community. for the love of pursuits such as we have described, spreads with the rapidity of a fever. More time than ever is spent in the indulgence of sport, not only in an active, but in a passive way, while money follows freely in its train. An enthusiast, too, will have the best goods, for in most sports his enjoyment depends upon the quality of the articles he uses, and economy, therefore, is a thing to be abhorred. Hard times are not allowed to affect him. In whatever way he may deny himself, there will be no interference with his favorite sport. He may go without a suit of clothes, but if he wants a lacrosse stick, a baseball bat, or a new rod, he can always find the money to procure it. The fence may need paint, the wife a new hat, but there must be shot and powder on the farm. Then again, there is constant wear and tear, especially in the more strenuous games, and new goods are continually being wanted. All these advantages make the department a most profitable one, and well worthy of good nursing on the part of the merchant.

Good Advertising Medium.

The sporting tendency of the country is likewise a splendid advertising medium. What a centre of attraction a sporting window always prives ! How the young and old gather round a window where a fisherman may be depicted just on the point of landing a three-pound bass, or where a canoe may be reposing near the site of a tent and a camp fire. Surely a better advertisement could not be desired. Then again the retail merchant, by taking an active part in the sporting movements of his community, can popularize himself and his store. In various ways he can help to develop the athletic tendency of those around him, encourage healthy pursuits, and at the same time bring justly earned grist to his mill. Like the physician, he can do good while earning his fee, and everyone is benefitted. A good sporting department is not only profitable in itself, but is equally helpful to the staple hardware lines. The more people a merchant can induce to enter his store, the better the selling chance of all his goods. Once command a sale for a fishing rod, and the same consumer will probably come in later for a carpenter's tool, a kitchen utensil, or a stove.

Carry Complete Lines.

It is well within certain limits to carry as complete a line of sporting goods as possible. Of course, if baseball, for instance, s practically unknown in a district and there is little chance of the game taking root, it would be foolish for a merchant to carry a comprehensive stock of bats, mitts, balls, and so on. But whatever the sports indulged in, let the dealer have such a stock that the customer will have the chance of making a good selection. It must not be forgotten that few sportsmen will be content with the merchant's statement, "I will order it for you." If certain lines are not to hand when wanted, then the rival store, or may be the mail order house is sought. A most impatient person is the sportsman. Carry, therefore, as complete a stock as possible.

Sporting Novelties.

From time to time many novelties and specialties are put on the market, and although it is not wise for the merchant to load his store with them, a novelty or two, especially, if in the judgment and may be practical experience of the merchant, the ideas look good ones, are a means of attraction that should not be overlooked. A novel paddle, a new kind of fishing basket, or a peculiar hunting knife, may not command a sale, but it will attract the attention of those interested in these sports, and help in the general plan of advertising. Specialties, therefore, should have attention paid to them even by the most conservative. A new floating bait has been put upon the market. It has white legs that are always working in the water, thereby attracting the fish. It can be used for casting or trolling, and is said to be especially prolific of results when used near lily pads where bass lie. It is made up in different color combinations, varying from a yellow and green head with white and yellow belly, green back and green tail, to a yellow head, white belly and back and a yellow tail. Other styles are either all white yellow, aluminum, or red. Triple hooks are secured on either side of the bait near the head, and there is also a triple hook at the tail. Spinners are provided at head and tail of bait.

The Bicycling Trade.

With the revival of bicycling throughout the country, there is another opportunity for the hardware trade to do good business. In country districts the hardware store is the natural place for supplies as in the case of automobiling. It would be a good plan for the hardwareman, if he sees any prospect of trade coming his way, to be prepared for it. Secure a good agency, and carry nothing but the highest grade articles. If the line be worth taking up, push it well, Make a good display, and put the bicycles where they can be readily handled. A customer likes to swing the wheels round, and does not want to wait while the bicycle is taken from the back of the store or from some out-of-the-way place. The value of a bicycle business to a hardware store lies not only in the probable sale of a machine, but in the sale of sundries. These are profitable little lines, and well worth being pushed.

SPORTING GOODS AND HARDWARE

That sporting goods, when handled in an up-to-date manner by any one, can be made to pay handsome profits, is evidenced by the experience of many firms. The Sporting Goods Dealer tells of a Chicago hardware firm which about a year and a half ago bought the retail sporting goods business of a Chicago dealer and made it a department of their business. The venture proved a success from the very start. They thought one show case and a few shelves would be plenty of room in which to display and to carry stock, and that one man would be able to attend to the wants of all customers. Instead of that they found themselves constantly giving more space and attention to the line, and putting more men behind the counter to attend to the increasing trade, doing this because the volume of business warranted it and because there is profit in the line. A contractor or a customer who will kick 10 minutes about the price when buying a few dollars' worth of hardware will, without a murmur, put down from $10 to $20 for a fishing tackle outfit and be perfectly satisfied.

William Steel, of Steel, Peach & Tozer, Sheffield, Eng., is in Montreal on his way to Chicago where he is to be married.

"Men Who Sell Things"

Chapter IV.—The Order-Taker and the Drone Identical—"Heart Work" and Faith Needed to Win Success—The Two-Wheeled Man and His Failure—Aspirations and Openings.

By Walter D. Moody. Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER IV.

THE ORDER-TAKER.

It's a good thing for the man who looks at the corns on his hands to remember that on Easy Street the corns are on the heart.

The Order-taker and the Drone are identical. Men of this stamp while waiting for an inspiration would find success at once, if they were not so afraid of a little perspiration.

The salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie. The only difference is that his capacity is more limited. Even having things thrown to him worries and wearies him. Mental and physical courage is lacking in his make-up to the extent that anything like effort of any sort is foreign to his comprehension when it is necessary to go after business.

As says the rag-time song, the Drone aimlessly wanders through life in the atmosphere of—"I don't know where I'm going, but I'm on my way." He is bright enough in many respects, but a natural born ne'er-do-well.

Imagine a salesman with just sufficient energy to send out advance cards and check trunks from one town to another; whose sole ambition seems centred in drawing his breath and his pay, and you have a life-size picture of the Order-taker.

The Order-taker drops out of the race at the first wayside shelter on the slope of Mount Success; but he is a different type from the Knocker, as he does no actual harm, though he fails to get anywhere. Besides, knocking requires energy, even if perverted. The mediocre capacity must be eked out by brave resolve and persistent effort.

Heart Work Needed.

When the old lady was training her son for the trapeze, the boy made three or four rather ineffectual efforts to get over the bar. Then she was heard to suggest. "John Henry Hobbs, if you will just throw your heart over the bar, your body will follow."

And thus it is with the salesman who is inclined to take things easy. If he will just throw his heart into his work, success will follow, and then he will see the employer's and employe's interests going forward hand in hand, as they should go, supporting each other.

William Matthews, at one time Professor of English Literature in the Chicago University, writing on the subject of Self-reliance, in "Getting On in the World," says:

"A lobster, when left high and dry among the rocks, has not instinct and energy enough to work his way back to the sea, but waits for the sea to come to him. If it does not come, he remains where he is, and dies, although the slightest effort would enable him to reach the waves, which are perhaps tossing and tumbling within a yard of him."

The world is full of human lobsters, men stranded on the rocks of business, who, instead of putting forth their own energies are waiting for some grand billow of good fortune to set them afloat. There are many young men of vivid imaginations, who, instead of carrying their own burdens, are always dreaming of some Hercules coming to give them a lift.

HE'S EXPECTING YOU.

When a wholesale or manufacturing house has something special to offer the trade, it can help its travelers materially by advertising in the trade newspaper. It quite often happens that the retailer doesn't want to see the traveler. The traveler doesn't get a chance to state his proposition. But if the retailer is first interested in a proposition through his trade paper, he will be waiting for the traveler to come along to give him more particulars. Trade paper advertising assures a welcome for the traveler.

"The hardest fortune of all is to find fortune easily."

Good hard work is one of the richest blessings that God has given man. The Idler, the Drone, the Order-taker, or whatever we may choose to call him, either in salesmanship or out of it—the man who fails to make the most of his privilege to work and amount to something—sins not only against his Maker, but against himself and society.

Many an otherwise good salesman has remained all his life in the light-weight class, solely because he lacked faith in himself.

"Faith is the lever that moves mountains."

"Faith is not faith until it gets into your fingers and your feet."

Faith begets faith. The salesman who has faith in himself has faith in his territory and faith in his house. His employers and his customers, seeing the strength of his position, place their faith in him also.

Faith and Its Function.

There is no standard broad enough or high enough with which to measure the value of faith in the commercial world. It is the Alpha and Omega of all business activity. It is the guiding star, shedding its beams of trust, confidence, goodwill, and good-cheer along the pathway of every successful transaction, large or small. There can be absolutely no trade without faith; hence, its indispensableness as a commercial asset.

The salesman of little faith in himself is not only enveloped in doubt and mistrust, so far as his ability to win for himself is concerned, but his faith in his proposition, his employers, and his fellow-workers hangs in the balance, reducing his chances for success to the minimum. He is apt to be peevish, ill-natured, and enshrouded in an atmosphere of insecurity, and he soon drops into oblivion or joins the large class of "floaters" who are continually looking for a job.

A salesman, to succeed, must not only have faith in himself, but faith in the article he is selling. He should approach his customer in such a manner as to leave no room for doubt that he himself believes what he says of the article he has to sell.

In a salesman of this character, faith is the source of courage, industry, and perseverance. It makes for him a strong personality. He surmounts all troubles by dint of his own energy. His name spells S-U-C-C-E-S-S.

Wishes Instead of Work.

Some one has said: "The trouble with too many young men is that their wishbones are where their backbones ought to be."

A practical psychologist asks the question:

"Did you ever say 'I can' and 'I will' with the strong feeling that you spoke the truth? If so, you then felt within you the thrill which seems to cause every atom of your being to vibrate in harmony with some note in the grand scale of life which has been sounded by the I AM—the real self.

"If so, you caught a momentary glimpse of the inner light; heard a note of the song of the soul; were conscious for a moment of yourself, and in that moment you knew that untold power and possibilities were yours. You felt somehow that you were in touch with the source of strength, knowledge, happiness

and peace. You felt that you were equal to any task, capable of executing any undertaking. All the universe seemed to vibrate in the same key with your thought."

Sam Jones, the famous Southern wit, lecturing on Faith, once said: ,

"You well know what it is to pull on a cold collar. It takes a good tame horse to do it. You hitch him up of a cold, frosty morning, hitch him to a big load, and he sets to and pulls it off like a mule. That is what we call a work of faith, it is pulling on a cold collar. That kind of horse you can hitch to a tree on a frosty morning, and he will make a hundred set pulls at it. That is what we call a work of faith—pulling on a cold collar.

"I knew a fellow once who had a wagon-load of wood to haul to camp, and it was a cold morning. He hitched up his horses, but they would not pull a pound. He put a boy on each horse, and then ran them up and down, riding about two or three miles, and got them warmed up, and then hitched them up, and they pulled right off."

A dog will run a rabbit when he feels like doing it, and when he doesn't feel like it he won't.

A salesman of faith will show you what he is by what he does. If you will find me a salesman who is busy for his house, I will show you a salesman that has works of faith and will do his duty whether he feels like it or not.

Some salesmen think if they do a thing when they do not feel like it, they are hypocrites. Well, we will talk about that some other time.

"I feel it is my duty to do so and so."

Sing it out; you have heard such salesmen, haven't you?

The Pleasures of Work.

I tell you what it is: to a real live wide-awake salesman, his work is a pleasure; it is a privilege. All others should keep in mind the business aphorism, "They who do no more than they are paid for get paid for no more than they do."

You know, when they first built engines, they put only two wheels on them. They would run and make schedule time, but schedule time was only just three miles an hour, and it was all they could do to pull one car. After a while they put a jack under that engine and put eight more wheels under it, making ten in all; and that engine will cut along at the rate of fifty miles an hour, and will pull forty cars if you couple them on.

And then came the "great moguls"; those great living, snorting, prancing things of finest steel, with a speed of seventy or eighty miles an hour. That is the difference between the little two-wheeled fellow and the sort they run now. That is the difference between the Order-taker and the professional salesman. There are plenty of little two-wheelers in the business world. Brother, cut that two-wheeled business out, if you ever hope to make a schedule of more than three miles an hour.

What would you think of a man starting from home who would go trotting down the railroad on foot? You ask him why he doesn't take the cars, and he answers: "Well, I feel it is my duty to go on foot."

The Two-Wheeler Failed.

I remember very well one of these two-wheeled men. He crossed my path when I had been out on the road about three or four years. It was a "Ships-that-pass-in-the-night" sort of experience, which leaves behind the shadowy impression that something crossed your bow in the fading light, but you could not make out just what manner of craft it was, or where it hailed from.

I had been out on my advance trip with a line of ostrich goods and velvets, and was winding up the last week of an unusually successful fall business, when I was suddenly stricken with a serious case of blood-poisoning, contracted from opening a water-blister on my hand with a rusty knife-blade. I was working on my way home from northern Michigan, and had but a few towns left, when the doctor ordered me to take the first train home and see a first-class surgeon, adding that I had no time to lose if I valued my life.

I hesitated about taking his advice, hating to give up a winning streak of business; besides, I knew that my rival salesman from our house was working might and main to nose me out of first place on the sales list. That was not all. In the next town I had a slim hold on an account that had started new the season before, and as I was out ahead of my competitors, I felt that my chances were good to sell the customer his opening fall bill. The doctor finally convinced me that a dead salesman was of very little use; and not wishing to shuffle off this mortal coil at the very outset of my career, I went home and remained there for three weeks.

I worried and chafed under my enforced idleness, realizing that before I could get back to that town and my new customer, the country would be full of millinery salesmen just as eager for that first bill as I was.

As soon as convalescence set in, I wired him the exact date of my arrival, and not waiting for the bandages to come off, with my arm still in a sling, I set out to do the best I could in handling my trunks with the aid of porters and fellow-travelers.

I arrived on schedule time. Jumping out of the bus, I did not stop to register, but called to the porter to throw my trunks into the best sample-room he had, and was off like a shot for my customer's store.

Entering, I was filled with misgivings, half expecting some salesman had been there and secured that much-coveted bill ahead of me. I greeted him with as much confidence as my shaken faith would permit. I expected it; almost the first thing he said was, "A new man from —— & Co. was here a few days ago." But my hopes arose when he added, "But I didn't buy anything from him. His samples were not opened, and he came in sort o' looking as if he expected to be turned down. I really did want to see his line, and might have given him an order, having heard his house well spoken of; but I guess my greeting was kind of cold. When I said I didn't want anything anyway, and as long as his samples were not unpacked I wouldn't have him go to the trouble of opening them just for me, as it wouldn't pay him, he waited around for a few minutes for further confirmation, and then explained that, owing to his big territory and being late, he was making towns pretty fast, and that if there wasn't much I wanted he'd see me next trip. But I don't believe he will ever make another, do you?"

I thought as he did about it, and it afterwards proved that we were both right. To make a long story short, my friend told me just about what he had said to the other fellow—that he didn't want much, and he had made up his mind that he would wait until he went to market to do his buying.

Work Which Won.

I reminded him of his desire to see —— & Co.'s line, adding that as he was the only customer there, I was obliged to remain all the afternoon anyway, and would rather put in the time showing him the line than lie around the hotel office doing nothing.

It was not easy to budge him, but he finally said, "Well, my boy, if you have got grit enough to unpack your stuff with a game arm, just to show me your line, I guess I can find time to run over to the sample-room a little later."

He came before I was through unpacking and stayed long enough to give me a bill for over one thousand dollars, and helped me pack up when we were through.

No, he didn't buy from me out of sympathy for my crippled condition. He was too good a merchant for that.

On leaving, he said half to himself but loud enough for me to hear, "Most curious fellow I ever saw." Then aloud to me, "Likely I would have given him the bill I have given you if he hadn't been so confounded lazy."

While leaning back in the cushions, bumping along over the ties, did you ever say to yourself, "If I am a salesman, I'm going to be one all over, through and through; but I won't be a little, old, dried-up, knock-kneed, one-horse, shrivelled nothing, anywhere"?

Some Aspirations.

Haven't you had a desire to rise above the sight of the kind of little fellow that you can pack in a sardine-box with nineteen others? You have never known much about salesmanship if you have never felt in your soul that you wanted to be somebody—something—so big that you could fly up, and up, and up. If you have had this sensation, then you know something about what salesmanship is.

Well, now, your house acts on the principle that each individual employe takes part in forming that house. If your employer has forty-five salesmen in his house, and fifteen of them are good salesmen, who love their house and their goods, and thirty others who are indifferent and careless, then you see what sort of house he has—two thirds of his sales-force away from loyal duty, and one-third hustling to increase the business.

With forty-five salesmen on the force and only fifteen of them active, that house has all it can do to look after those thirty invalids, and has no time to go out for new business.

Don't you see?

To succeed you must comply with all the conditions of your house. You might ask me: "What do you mean by conditions?"

Railroads carry you, for instance, on certain conditions. I know of but two—one is that you get your ticket; the other that you get aboard. And just as soon as you comply with these conditions, then all the speed in that engine and all the comfort of that coach are yours to your destination. And when a salesman obeys the orders of his house and backs them up with intelligent service, the success of that house is his success also. And the salesman must learn this fact.

It is not so much a question of who I am, but with what am I intrusted? There is a great deal in that.

Stand for the Best.

I start to cross the Atlantic in a paper box, and as soon as my box gets wet it comes to pieces, and down it goes and I go with it. If I start in one of those grand ocean steamers, then all the strength in her hull, and all the power in her boilers, and all the skill of her officers are mine, and I'll never go down until she does.

If I commit myself to my own weaknesses I am no stronger than they; but if I commit myself to the best there is in my profession, and the best there is in my house, I'll never do down until it goes down, with bright, energetic men pumping a constant stream of new life into it. Its course is upward, its sales increasing all the way along.

Just a word to the salesman of the Order-taker class, in whom there is yet a possibility of "warming up."

Business opportunities, like orders, are not waiting around to be served on silver platters. You must dig for them.

"The salesman stimulates desire and really sells something."

Arthur F. Sheldon, president of the Sheldon School of Business Science, and founder of the Science of Salesmanship, is without doubt the greatest authority on salesmanship of any time. To him can be attributed the statement:

"There are ten thousand positions today in Chicago which are open to salesmen of high grade at salaries that are almost for the specialists to name and take for the asking.

"Within it almost every man can find his place, provided he has that one thing desired and desirable—information and knowledge of a highly specialized character, wth a courage necessary to back it up."

(To be continued.)

"W. & B." LAWN MOWERS.

Lawn mower catalogue No. 64 has been received from the Whitman & Barnes Manufacturing Company, St. Catharines, the cover being very attractively printed and embossed. The 16 pages and cover are neatly gotten up and contain full information regarding the entire line made by this company including the "Diamond" lawn edger and trimmer. The company make thirteen patterns and a complete assortment of each pattern. The catalogue calls attention to the ball bearing machines and patented adjustment in which but one set screw is required, the adjustment being made by moving a cam shaped collar against the cone, of which the end is also cam shaped, and a very slight turn of the collar will bring the cone against the balls in perfect adjustment. The cone is prevented from turning on the shaft by means of a pin fitting into a slot in the cone, and which is set into the shaft. The balls are perfectly ground and hardened, the cones are ground true and also hardened and the cups are of best quality steel. The "W. & B." ball bearing and high wheel and "New Diamond" machines are equipped with reel adjusting device, the reel being adjusted to the cutter bar by means of two screws, and the adjustment being made from the top of the mower in place of under the cutter bar, making it much handier and by the method of adjusting, the reel is locked in perfect adjustment. A copy of the catalogue will be mailed to any dealer writing for the same.

DISSTON COMPANY CHANGES.

In the year 1850 Samuel Disston entered the employ of Henry Disston, who at that time employed only about 35 men. He served his apprenticeship as a sawmaker, gaining a general knowledge of the business, then entered the office and some time after became the traveling representative of the firm, traveling extensively, becoming widely known and at the present time is held in the highest esteem by the hardware trade and others with whom he came in contact. The business of Henry Disston & Sons grew rapidly, and in the year 1894 Samuel Disston was made secretary and general manager of the company, which at the present time employs over 3,500 men, their plant at Tacony covering over 50 acres, and have branch houses at Chicago, Cincinnati, New Orleans, Memphis, Toronto, Nashville, Boston, San Francisco, as well as representatives in most of the large cities throughout the entire world.

Advancing years and ill health for the past few years made it impossible for Mr. Disston to give the close and undivided attention to business which has been his characteristic trait ever since his connection with the firm and compelled him to realize that nature's demands must be heeded, and on this account wisdom distated his retirement from the active duties and responsibilities connected with the management of this great industry.

The retirement of Samuel Disston has changed the personnel of the management, the officers and directors composing the firm at the present time are:—

William Disston, president; Henry Disston, 1st vice-president; Robert J. Johnson, 2nd vice-president; Jacob S. Disston, treasurer; William Miller, secretary; E. B. Roberts, assistant secretary and assistant treasurer; board of directors—Samuel Disston, chairman; William Disston, Jacob Disston, Henry Disston, Robert J. Johnson, Frabk Disston, Albert H. Disston, Henry C. Disston, William Miller, E. F. Cooper.

The broad foundation on which the business has been established will be strengthened wherever possible and the high reputation achieved for the quality of the Disston goods will be maintained in the future as in the past.

TEXAS LAWS AND FIREARMS.

A cowboy walked into a sporting goods store in Austin, Tex., the other day, according to a newspaper story, and asked to be shown a good six-shooter.

"How much is it?" he asked when he had looked it over.

"I can't sell it to you," the dealer replied, "but I will lease it to you for 50 years for $15."

"This is a dad-blamed funny kind of a joint," the cowboy said. "I don't want to lease a gun; I want to own it."

He started to walk out but was called back by the dealer, who patiently explained that the last legislature of Texas had passed a law which imposes a tax of 50 per cent. on the gross proceeds from the sale of pistols.

"If I sold you this six-shooter for $15 I would have to pay the State a tax of $7.50," the sporting goods dealer explained. "I can lease it to you, however, for 50 years and won't have to pay the State anything."

The cowboy saw the point and leased the gun.

The law which was enacted for the purpose of taxing pistols out of existence in Texas has been in effect more than nine months. During that period only two pistols have been sold in Texas, according to the tax receipt records of the State comptroller's office. One of these weapons was sold the other day in Amarillo for $15 and the dealer made a remittance of $7.50 tax on the sale to the State comptroller. The other pistol was sold at Gainesville several weeks ago for $10, one-half of which sum passed into the coffers of the State. It is said, however, that dealers all over Texas are evading the new law by leasing pistols for periods of 50 years and more. This is practically the same as a sale, as the life of a six-shooter will hardly exceed 50 years.

HARDWARE TRADE GOSSIP

Ontario.

M. J. Quinn, of Cluff Bros., Toronto, has returned from a business trip to Winnipeg.

J. G. Hayes, Dryden, Ont., is succeeded in the hardware business by A. W. Coulter.

Geo. B. Dowswell, the Dowswell Mfg. Co., Hamilton, was a visitor in Toronto during the week.

L. W. Smith, representing Goodell Pratt Co., Greenfield, Mass., has been calling on Toronto hardware jobbers.

Banks Rucker, representing Peck, Stowe & Wilcox, New York, called on Toronto hardware jobbers this week.

L. H. Long, of Turner & Seymour, brass hardware manufacturers, Torrington, Conn., spent a few days in Toronto this week.

Pow & Wilcox, hardware merchants, Tillsonburg, Ont., have added a Huber account system to their bookkeeping department.

C. A. Fletcher, representing the Swett Iron Co., Medina, N.Y., manufacturers of heavy hardware, was in Toronto during the week.

E. Mix, representing the Excelsior Hardware Co., lock manufacturers, of Stamford, Conn, spent a few days in Toronto this week.

W. R. Cookus, representing the Ridgeley Trimmer Co., painters' supplies, of Springfield, Ohio, called on Toronto jobbers during the week.

In the ball game between the Aikenhead and Brooks-Sanford teams at Toronto on Wednesday afternoon the former team won by 6 to 0.

James A. McNaughton, who has sold his hardware business at Killarney, Man., is visiting his brother, H. A. McNaughton, St. Elmo, Ont.

M. Werthein, representing Cammell, Laird & Co., steel manufacturers, Sheffield, Eng., visited Toronto this week, on a visit to the trade in Canada.

It is reported that the Northey Engine Works, merged into the Canada Foundry Co., Toronto, about six years ago, will again become a distinct corporation. The Canada Foundry Co. officials, however, state that the rumor is without foundation.

Quebec.

Frank Howie, tinsmith, St. Alexandre (Iberville), Que., is dead.

J. E. Lecours, wholesale and retail hardware merchant, Montreal, Que., has assigned, with liabilities of $18,224.

D. Roskam, representing the Ever-Ready safety razor in Canada, has returned from a business trip in the Maritime Provinces.

A. J. Teakle, purchasing agent for H. & J. Young, Quebec, is in Montreal on a business visit.

F. C. Lariviere, of Amiot, Lecours & Lariviere, St. Lawrence Boulevard, Montreal, entertained the members of the Montreal Chambre de Commerce at his business establishment last week. A concert was given by the members of the choir of St. Louis de France.

Western Canada.

Isaac Fieldman, hardware and furniture merchant, Winnipeg, has assigned.

An extension of time has been granted G. O. Edwards, hardwareman, Sedley, Sask.

H. A. Spence & Co., Guernsey, Sask., have sold their stock of general merchandise and are now conducting a hardware and lumber business.

Frank Cameron severed his connection with the Manitoba Hardware and Lumber Co., Virden, Man., to open a hardware business of his own, presumably at Saskatoon, Sask.

T. E. Wright, Govan, Sask., is enlarging his hardware store by putting up a two-storey structure, with a large plate glass front, next his present quarters. It is Mr. Wright's intention to use the new building exclusively for hardware and devote the present premises to a harness shop.

NEW UPRIGHT DRILL.

The Canadian Fairbanks Co., Ltd., have brought out a new 20-inch plain wheel and lever feed upright drill, an illustration of which we show herewith.

This is a compact and convenient

drill, strong and serviceable, and meets all the requirements of a general utility machine. Among the characteristic features are the following: Combined lever and wheel feed, each independent of the other when in use, feed mechanism very strong and adapted for heavy or light drilling, cone pulleys provide four speeds. The spindle is counterbalanced, and has quick return. Provision is made for taking up lost motion. The table has vertical adjustment on the column by means of a screw and can be swung to one side allowing the use of base plate when necessary. A clamp table is provided insuring quick action, the drive is controlled by a foot lever giving the operator the free use of his hands. The dimensions are as follows: Feed of spindle, 8-inch; spindle to base, 42-inch; diameter of table, 16-inch; diameter of spindle in bearing, 1 5-16-inch; diameter of column, 5¼-inch; driving pulleys, 9¼-inch x 3¾-inch; speed, 300 revolutions per minute; weight, 600 lbs.; floor space, 18-inch x 46-inch; hole in spindle is Morse taper No. 3.

The Canadian Fairbanks Co., Ltd., are offering this machine at a special price of $75 complete, and those interested can secure further details by addressing the company at any of their warehouses at Montreal, Toronto, St. John, Winnipeg, Calgary or Vancouver.

U. S. METAL MARKETS.

New York, June 4.—"The Iron Age" says: "The full significance of the concerted reduction in the price of steel bars and small shapes cannot yet be measured. It will probably lead to readjustments of such collateral lines as bands and merchant steel. Many in the trade regard it as the forerunner of lower prices along the whole line of finished products, and are encouraged in this conviction by the fact that only a few weeks ago the selling forces of large interests freely advised their customers that lower prices were coming, and then had to recall the intimation after the last general Steel meeting. The fact that the large steel interests are still in conference in this city is worthy of mention in this connection.

In some respects the conditions surrounding the steel bar trade are not typical of the others. The steel interests have far less influence in it than they have in billets, shapes or plates. The rerolling mills have been very active recently and have been making low prices. The bar iron makers have been cutting and on the seaboard went down to 1.35 cents delivered, which is far below the Pittsburg base. Advices from the west show that the bar iron makers there have responded to the decline in steel bars by reducing their price $3 per ton.

"The developments in the steel bar trade have been precipitated by the fear among the larger interests that too large a share of the pending season business of the agricultural implement makers might go to those who have not cooperated in the price maintenance policy. These important season contracts are usually made for the requirements for a year beginning on July 1 and cover a large tonnage.

"Another factor which has come up for discussion among the leading interests is the differential of $2 per ton on bars, which is given by some to a few of the largest jobbing houses in the country.

"After the rush of buying in the pig iron trade throughout the country, the markets have quieted down. This appears to be most pronounced where sellers have marked up their prices. This has been done chiefly by southern makers, who now ask generally $12 for No. 2 foundry, Birmingham, for second half delivery, while some June iron is still available at $11.50."

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address:

Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

MONTREAL - - - - - 232 McGill Street Telephone Main 7324

TORONTO - - - - - - 10 Front Street East Telephone Main 2701

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

LONDON, ENG. - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg

NEW YORK - - R. B. Huestis, 544 West 145th St. Telephone 2430 Audubon

VANCOUVER, B.C. - - - - - R. B. Bennett

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

URICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

AVOID FAKE ADVERTISING.

This is the time of the year when many annual publications are being gotten out nominally in the interests of transportation companies and other big concerns. They are usually called an "Official Guide" and claim to be issued under the authority of the president or general manager. The canvassers approach firms who supply or want to supply these corporations with products of one kind or another, and they hint that it is very much in the interest of the firm that they should advertise in this Guide, otherwise, they hint it may affect their business with the corporation.

A couple of years ago, a letter was carried by one of these canvassers alleged to be signed by President Hays of the Grand Trunk Railway, which was proved to be a forgery. There is another official guide now being prepared in the interests of one of the big railways and claimed to be issued under the authority of the head of the road. A letter has been received from him which states distinctly that his corporation has nothing whatever to do with the publication. The book is issued entirely as a private enterprise and the giving or withholding of an advertisement will neither help nor hurt any one who has business to transact with the corporation.

When business men are approached by canvassers from publications of this sort, which they believe to be a fake, and most of them are, they should positively refuse to place any business and should write at once to the head of the corporation and get his assurance that the statements made by the canvassers are correct. Certain big firms have been doing this, and in few, if any, cases have they found the statements verified.

ONE CENT DROP LETTER RATE.

In the House of Commons a fortnight ago a question was asked as to how much it was expected the postal revenue would be lessened by the proposal to give one cent drop letter rate to cities. The Postmaster-General in reply said that the department did not expect a decrease in the revenue. On the contrary they expected an increase.

It is a pity that previous postmasters-general since the one cent drop rate was done away with, twelve years ago, were not equally optimistic as Hon. Mr. Lemieux. In all experiences where there has been a decrease in the cost of postage there has been more than a corresponding increase in the revenue. The postal authorities in 1875, when they adopted the one cent drop rate, were wiser than those of 1897, who abolished it.

The post office revenue has certainly suffered from the doubling of the rate on drop letters in cities. With the one cent rate business men found it cheaper to use the mails than to have the letters delivered by other means. When the two cent rate went into force in 1897 a great many business men discarded the mails.

The increase in the rate was an unbusinesslike act and Mr. Lemieux is to be congratulated on his recognition of the fact.

The one cent drop letter rate will be a great convenience to business men and more so now than when it was formerly in vogue, because since then the local free delivery system has been extended to a large number of towns and cities in Canada.

MEETING MAIL ORDER COMPETITION.

In a large number of stores printed matter which is furnished generously by manufacturers and wholesalers is absolutely wasted. In other instances it is indifferently given out, and no systematic effort is made to get results from it. These announcements are usually well printed, and they can be made to reap good returns if distributed in the right manner. It will pay the dealer to have his name and address printed upon these circulars by a first-class printer. This will insure neat work and uniformity in style, which will lead the reader to believe the merchant has issued the entire circular himself. It is well worth the difference in cost between such printing and the slipshod rubber stamp or the cheap printer's work to gain the apparent distinction of issuing individual circulars.

Every merchant in a small town knows most of his customers well enough to tell which line of goods will apply to the individual needs of each one. He can thus distinguish with reasonable accuracy which circulars to mail to each individual. When it is considered that the printing itself costs nothing the postage will make the expense only nominal. It is better to mail one or two circulars every week or month than to inclose more under one cover at less frequent intervals. Parcels which carry too much reading matter are frequently thrown aside without having been read, whereas the envelope containing only one or two pointed announcements will receive attention. It is always more effective to reach an individual with a series of comparatively short announcements than it is to attempt to get their trade with one or two advertisements at longer intervals. It is a good plan to assort the printed matter received from the manufacturers, so that a different line can be announced every time matter is mailed, and each announcement will reach the reader in a reasonable time.

Another effective and inexpensive method of distribution is to inclose a batch of printed matter in every package which is taken from the store. This is a good means of getting the announcement directly before prospective customers. Judgment should be used to inclose printed matter of a different class in parcels which are known to go to people who follow different classes of sport. Fishing tackle announcements should be placed in packages of rods, etc., while cards and illustrated matter showing ammunition should be placed in a parcel which is intended for the hunter. No matter how such printed matter may be issued, if the plan is systematically and carefully carried out, the dealer will find that it is sure to be an inexpensive and extremely effective means of increasing his trade.

WE NEED FOREIGN CUSTOMERS.

Canada's export trade is valued at about $280,000,000. This is about $35,000,000 more than the total foreign trade, imports as well as exports, in 1897. In the latter year the exports were $134,000,000.

An increase of over 100 per cent. in eleven years is remarkable. But re-

markable as it is, no one acquainted with the resources of Canada believes that the export trade of the country is little beyond a fraction of what it will be.

Nature has endowed the Dominion with almost illimitable possibilities in all those things which are necessary to the material up-building of a nation.

Is it in products of the farm? Then we have land in quantity and quality sufficient to almost supply the requirements of the world; and but a fraction of this land is under cultivation.

Is it in manufacturing? Then we have iron and coal and timber in abundance, to say nothing of the magnificent water powers, whose utility we are only beginning to recognize.

But natural resources are not of much use without men. It is not natural resources that make nations great and useful. It is men, and chiefly business men—men who have enterprise and ideals.

There is always a possibility that those who are born or brought up amid the great natural resources which this country possesses may fail to recognize the possibilities of our possessions. Is it not a fact that outside capitalists have been the first to recognize and develop many of our natural resources?

The home market is undoubtedly the best market. It is more accessible than the foreign market and as a rule more profitable. But in our concern about the home market we must not neglect to give due attention to the requirements of the export market.

In times of prosperity such as we have recently been passing through there is a tendency to concentrate efforts on the home trade and let the foreign trade take care of itself. There is no doubt about this. The reports of the Canadian commercial agents scattered throughout many parts of the British Empire repeatedly refer to this.

The export market is a depository for the surplus products of the farm and factory. And unless we cultivate it with the same systematic and business intelligence that we do the home market the development of the natural resources of the country must be retarded.

But aside from the development of the natural resources of the country the importance of the export trade when business is quiet at home must not be overlooked.

The more numerous the countries with which we do business the more likely are we to keep our factories going and our farm products moving when trade lags. at home. Great Britain found this out generations ago.

There are always some countries in which trade is good and fortunate are we when these nations are numbered among our customers. But if we want them when business is poor at home we must cultivate them when we are not so much concerned about our surplus merchandise.

The Germans are to-day probably the most aggressive of the nations in regard to the export trade. They are determined to master its every detail. Their young men study foreign languages and then settle down in importing countries the world over to learn their requirements and to ascertain their methods of doing business.

It does not pay to be self-contained in regard to foreign trade any more than in regard to home trade.

THE TIME TO ADVERTISE.

With the trade pendulum swinging around nicely and consumers less inclined to put off needful purchases, the retail merchant should not let his advertising ingenuity lie fallow. The man who thinks that because his business is improving, the need of advertising is correspondingly lessened, makes a vital error. Strike while the iron is hot, and strike often, is a precept that applies to him as surely as it applies to the particular cases of other men.

There is a growing desire to spend in the community of the merchant. Is he assured that this desire will be manifested for his sole benefit? Has he no competitor near? Has the mail order house forgotten the existence of his district? Is there no chance of an elaborately illustrated catalogue falling into the hands of some of those people who are contemplating adding to their household equipment? The man who stays behind his counter and says, "I'll get my share all right," is losing opportunities that others will seize. He may get his share, but that share will turn out to be a poor one, compared with the share he could get if he energetically sought for it.

The progressive man wants a developing share. He is after all he can get, and his customers like him all the better for it. No matter how good trade may be, it can be bettered and the most profitable time to hustle after that betterment is when the spending desire of the community is on the flow, and not on the ebb. Now is the time for the retail merchant to strike. Let him get out into the streets after the business. Let him sow good seed that will bring him in a tenfold harvest. Put the most effective work possible in the window displays—the best advertising medium a retail merchant can have. If the size of the community warrants, issue circulars or other similar means, to show consumers that there is only one store where they can get what they really want, and at the best price. Demonstrate to the man who wants a lawn mower that it is better to visit a store and compare the relative merits of different kinds than select haphazard from a mail order catalogue. It is foolish to presume that this man knows that the retail merchant carries a good assortment of mowers. Drive home the fact that it is more profitable for the consumer to see an article before he buys it, than rely on the guarantee of a house hundreds of miles away. The spending movement is spreading through the country, and the merchant who encourages that development by advertising is not only helping himself, but directly benefiting the country generally.

STATE-REGULATED SALARIES.

Australia is a country of peculiarities. To the average business man in other parts of the world one of the most striking of these peculiarities is the Industrial Arbitration Court and its methods.

In that country if an employe of a retail store is not receiving the salary he or she deems adequate, recourse can be had to the Industrial Arbitration Court.

To read the pleas which are put forward at these industrial courts as to why higher salaries should be received is interesting. The fact is often revealed that many of the applicants who were trying to secure higher rates of wage through the court never received from any other employer what they deemed they were worth. And yet, in spite of this, the court in many instances ordered employers to pay considerable increases.

To us in Canada such a law seems absurd. At any rate it should be carried to a logical conclusion. Retailers ought to have the right to bring before the court customers who will not pay as high a price as they deem their goods are worth. Then the wholesaler should also have the right to bring up the retailer and the manufacturer the wholesaler, for the court to fix the price which their customers should pay for merchandise. Even if a law is silly it should be logical in its silliness.

CEMENT PRODUCTION IN CANADA.

The manufacture of cement in Canada commenced in 1891 at Marlbank and Shallow Lake, two small villages in eastern Ontario. The first year's output, according to the statement of a recent writer in Cement and Engineering News, was 2,033 barrels. In 1892 the production was 20,247 ibarrels, and in 1893, 31,924 barrels, thus indicating the rapid advancements of the industry in its earlier stages. In 1906 there were fifteen plants in operation, with a total daily capacity of 10,500 barrels, and a total annual output of 2,200,000 barrels.

The writer in the Cement News continues by stating that very little cement is exported from Canada, domestic consumption equalling the aggregare output. The consumption is due to the use each year of better and more improved machinery and equipment.

Four plants were in operation in 1901, and in this year there are nineteen. From 1893 to 1903 the cement industry in Canada witnessed an increase of 50 per cent. each year over the production of the preceding year.

BOUNTY ON PIG LEAD.

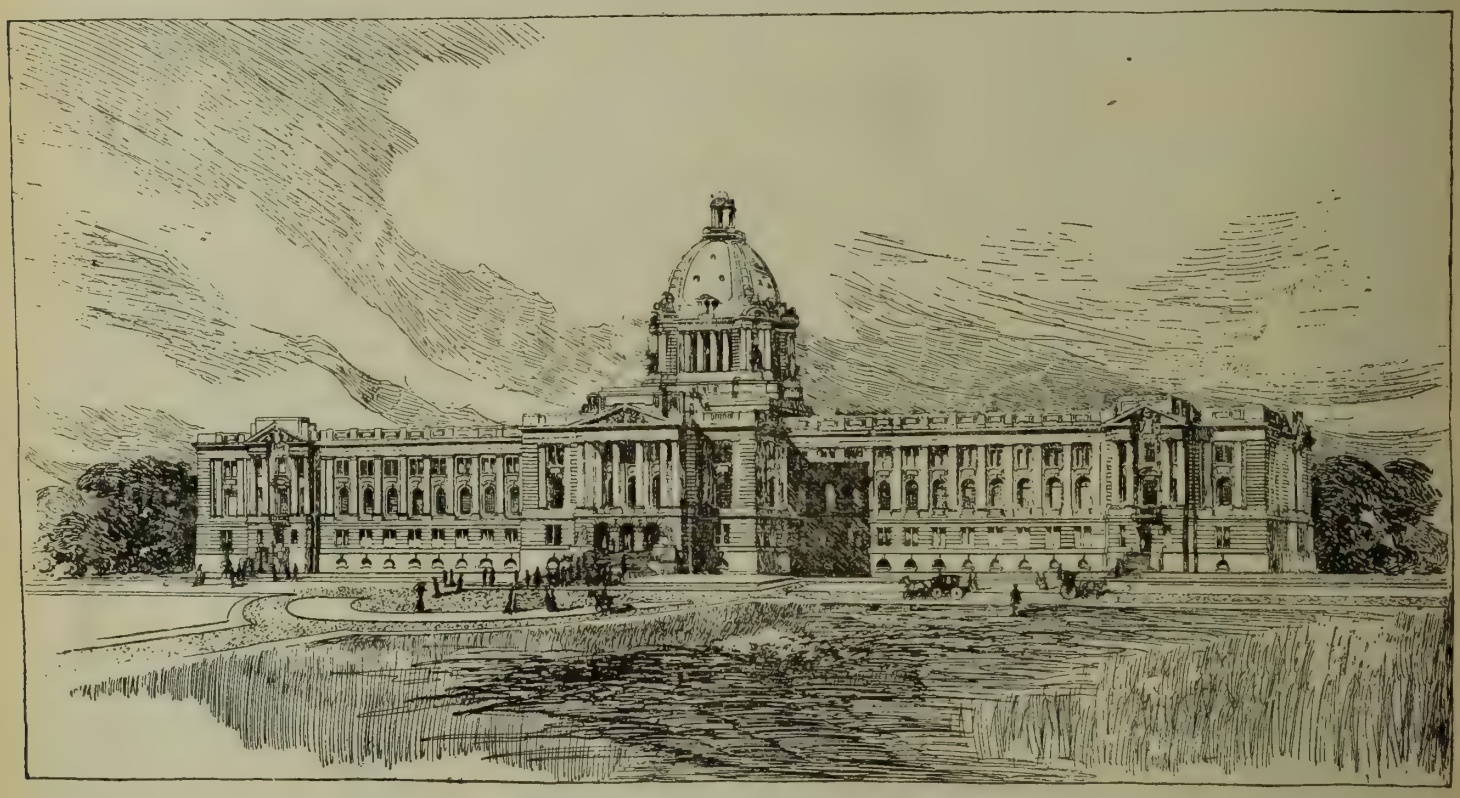
The Minister of Finance will introduce a resolution extending for a further term of five years—until June 30, 1913 — the bounty on the lead mined in Canada. Under the act, which expires at the end of this month, the bounty was payable for five years at a rate not to exceed $500,000 in any one year, or in all $2,500,000. It was also provided that the bounty should cease when the price of pig lead in London, Eng., pass £12 10s per ton, the Canadian bounty should be reduced until the standard price reached £16, when the bounty should cease altogether. Under this arrangement, owing to the light price in England, only $617,000 in bounty was paid to Canadian producers in the whole five years. The new resolution provides that the full bounty shall be payable until the standard price in England reached £14 10, the disappearing point remaining as before. Another concession to the lead mining interests is that the limitation to $500,000 in any one year is removed, the only provision being that the total bounty payable for the five years shall not exceed $2,500,000.

CO-OPERATIVE TRADING.

The Traders' Defence Association of Scotland, at their annual meeting held recently in Glasgow, showed that their leaders were alive to the necessity of taking an aggressive policy against co-operative trading. John MacPhie, speaking of the efforts they had made to obtain redress against the exemption of co-operative societies from income tax, said that the public press were almost entirely on their side. He considered that nearly two-thirds of the retail trade had gone over to co-operation, and unless something was done the remaining third would go also. It was not so much the trade which the co-operators were doing as the trade which they were preventing from coming into existence that was doing so much injury at the present time. A resolution was adopted to the effect "That the meeting protests against the injustice of co-operative societies being exempted from payment of income tax, considering that a measure ought to be passed to provide that all limited liability of joint stock companies, and co-operative and Civil Service Stores should be considered as units, and taxed without rebate to the individual members and shareholders."

THE CARE AND TREATMENT OF RAZORS.

The question of keeping razors in good condition is one on which many different opinions have been given, and the problem of "when to strop" is still awaiting a satisfactory solution. It may be well to explain that the real difficulty lies in the fact that very few people know how to strop a razor, consequently the result of their efforts leaves the razor in a worse condition after the operation than before. In stropping the razor should be held perfectly flat, the blade being moved along the strop in a diagonal direction from point to heel on the outward stroke; the razor is then turned over on the back (this is done by a motion of the wrist, which is easily acquired by a little practice), the return stroke is now made from heel to point of blade. Great care must be taken not to put weight on the edge of the razor when stropping. This is the mistake in which many people fall; the pressure must be put on the back part of the blade and not on the edge. The strop should not be held higher than the elbow. As to the time for stropping, the best results are obtained by stropping both before and after shaving. It is a well known fact that razors do their work better if laid aside at short intervals, hence we see the advantage of having two or three razors in order that the same one is not constantly in use. In speaking of razors reference is made to those of a fairly good quality.



SASKATCHEWAN'S NEW PARLIAMENT BUILDINGS

Which will be erected this summer at Regina. It is expected the handsome structure will cost about $2,000,000 before completion. The exterior is a fine adaptation of English Renaissance work. The stately edifice will be of red brick and pale buff stone which blend particularly well.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 64.)

MARKETS IN BRIEF.

Montreal.

Iron—Firm.
Copper—Continues strong.
Tin—Cut of 50 cents.
Lead—Weaker.
Spelter—Firm.
Turpentine—Cut of 1 cent.
Linseed Oil—Cut of 1 cent.

Toronto.

Pig Iron—Unchanged.
Tin—Unchanged.
Copper—No change.
Lead—10c lower.
Spelter—Unchanged.
Turpentine—Down 1c.
Linseed Oil—Irregular.

SEASONABLE SUGGESTIONS.

What to Order:
Harvest tools, hay carriers, hay fork pulleys, harpoon forks, scythes, rakes, rope and clevises, guns and ammunition.

Sort Up:
Hose, ice cream freezers, lawn hose, fishing tackle, cutlery and plated ware.

Lines to Book:
Snow shovels, axes and handles, skates and horse blankets.

Advertise and Display:
Lawn mowers, seats, hammocks, screen doors and windows, refrigerators, freezers, carpenters' tools, camp outfits, sporting goods, cutlery and silver ware.

MONTREAL HARDWARE MARKETS

Montreal, June 5.—With a steady improvement on the trade done last week, jobbers are satisfied with the way in which June is opening up. A good volume of business is going through, and although orders still lack bulk, they are being repeated more freely. As we anticipated trade during May proved much heavier than many people thought. The absence of the big orders tended to give the impression that trade had fallen off badly. But this was not the case. Small orders may not be conspicuous, but repeated several times have just as good an effect as a large one only given once and the May returns, although they are below those of the same time last year, are considered to be most satisfactory. With dealers' stocks generally light, the position is not all an unfavorable one. Trade before the year is out will yet surprise many.

Crop reports continue to be most satisfactory. General activity is apparent in all districts, and this is reflected in the hardware store, which is the trade barometer for the country side. If the store be busy, then conditions generally are satisfactory, but if the store presents a deserted appearance, then it is certain that the community is not doing well. Hardwaremen report trade as looking up splendidly, and anticipate good business when farming is more advanced. In Quebec Province, where business has been maintained at a wonderfully steady level, farmers are very hopeful of a record season. They are starting off well for the hay crop is said to be exceptionally good.

Prices generally are reported firm. There has been a strong run on hose. Dealers were too conservative in their buying with the result that the fine weather experienced has created a good demand for this article. Luckily the jobbers have been in a position to fulfill the orders, or many of the stores would be in danger of offending, if not of losing, customers.

Summer Goods—Refrigerators, ice tongs, ice cream freezers and water coolers, are moving well. Sorting up orders are coming in freely, and it is evident that the warm weather has created a strong demand for these necessary articles. Kitchen utensils are now somewhat slack, but carpet sweepers, washing machines and wringers are in good call. Lawn mowers, gardening tools and pruning shears, are moving as well as hammocks and swings.

Builders' Hardware—With buildings going up on every side and some large contracts being placed, builders' hardware is showing good strength. Sorting orders of fair bulk are being received in lock sets, escutcheons, electric push buttons and door handles.

Carpenters' Tools—The various lines continue to move well. Dealers report a heavier demand than they expected, and with stocks in the first place on the light side jobbers anticipate a longer season than is usually the case. Planes, hammers, and saws continue most prominent.

Sporting Goods—Fishing supplies continue to move splendidly, as well as camping accessories, such as cooking outfits, tents cots, etc. Yachting supplies have become stimulated in demand again, and a fine season promises. Automobile outfits are also moving well, including batteries, spark plugs, grease injectors, keys, bolts and special tools. Baseball, lacrosse, football, tennis and golfing supplies are in their usual good demand. Prices generally are unchanged.

Bolts and Nuts—These lines are now moving much more freely, and some fair-sized orders have been placed this week, especially in tapped nuts. This stimulation is owing to the greater amount of construction work going on. Nails are in fair demand at $2.30.

Screws—Orders are improving, especially in the small sizes. We continue to quote discounts at 85 and 10 off for flat head, bright; 80 and 10 for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head, brass.

Harvest Tools—A good demand has set in for harvest tools. Hay carriers, hay fork pulleys, scythes and rakes are moving in better bulk. Prices are firm, and with the great farming operations that will take place this season a fine demand seems assured.

Railroad Supplies—The various lines continue to move well, with the stronger call occasioned by the development of construction work. Picks, hammers, track spikes, wheelbarrows and blasting powder, constitute the bulk of the orders. Drag and wheel scrapers are also in demand. Prices are unchanged.

Cutlery and Plated Ware—The full June trade is now on, and good sorting orders are being booked. Dealers state that they are busier than ever with the call this month for presents and evidently these lines have become a strong department of the hardware store. Carvers in cases, berry spoons, pickle frames, bon bon dishes are moving well.

TORONTO HARDWARE MARKETS.

Toronto, June 5.—Jobbers report a much better demand for goods, the turn of the month having apparently helped to increase the volume of business. Another factor has been the more settled weather, while a third and probably the most important is the gradual resumption of industry and the confidence in the future of this season's crop.

May's business was considered very satisfactory to jobbers the many small orders having amounted up to a substantial total. June is expected to make an equally good showing as, with stocks in dealers' hands light, a lot of sorting will be necessary and many small orders count up. This same fact will help business all through the year.

Seasonable lines still command the best attention. Lawn mowers are pretty well sold but hose has been slow and is now being inquired for more freely. Screen doors and windows are moving briskly and an increasing call is noticeable for builders' hardware and mechanics' tools. Sporting goods, cutlery and silverware are big sellers and harvest tools are likely to be included in most sorting orders from now on. Booking is increasing in axes and handles, snowshovels, skates, horseblankets and other winter goods.

Summer Goods—Seasonable lines, such as lawn goods, green wire cloth, screen

doors, refrigerators and water coolers are still the best sellers, with a considerable amount of poultry netting and wire fencing also going out. Hammocks have sold well and are still in demand. Garden tools are not so active and lawnmowers are pretty well over but lawn hose, sprinklers, weeders, grass shears and lawn seats, continue to be included in orders.

Harvest Tools—Many dealers who did not book sufficiently large are stocking up now, the size of some of the orders being quite large. Farmers will want these goods soon and dealers should have full stocks.

Sporting Goods—Fishing tackle and camp supplies, tents, camp stoves, knives, canoes, etc., have all sold well and a brisk demand exists for baseball, lacrosse, tennis and cricket supplies. Guns and ammunition are being inquired for while target pistols, etc., are already selling.

Cutlery and Silverware—June always offers a fair opportunity for business in wedding presents and orders for carving sets, case goods, plated and hollow ware indicate that hardwaremen are pushing these lines actively this year. Cut glass is also becoming an important line in many hardware stores. An increasing number of dealers are stocking shaving sundries along with razors and there is no reason whatever why the hardware dealer should not get the bulk of the trade in soap, strops and brushes. Too many dealers neglect these lines, however, and the result is that the druggists are capturing the trade as well as making a serious inroad on razors, an essentially hardware line.

Builders' Hardware—Trade continues to improve and this line is now one of the most active on the list. With no serious labor troubles on this year a good building season is assured and a steady demand from builders is looked for.

Mechanics' Tools—Sorting orders are heavy, indicating a steady demand from mechanics as well as from house owners who do their own repairing.

Heavy Goods—Nails continue in fair demand with screws also selling freely. Stocks are plentiful. Bolts and nuts are active owing to a call from farmers for repairs to machines.

Kitchen Ware—Gas and oil stoves, summer house supplies, cooking utensils and enamelware are selling well and dealers are sorting for a demand for preserving kettles, etc., for canning berries and other early fruit. Wooden ware, tubs, wringers, washing machines, etc., are being frequently ordered while refrigerators and ice cream freezers are seasonable lines.

Camp Supplies—Railway development work and outfitting of mining prospectors is responsible for a brisk movement in powder, shovels, wheelbarrows, camp stoves, etc. Sportsmen preparing for holiday trips also help make camp goods move.

MONTREAL METAL MARKETS.

Montreal, June 5.—The demand generally keeps quiet, with no very large orders going through. Industrial activity is improving, and money is circulating more freely, but the conservative attitude characteristic of buyers since the commencement of the year, not only in Canada, but in Europe and the United States, is still being maintained. Of course it must not be forgotten that in the present condition of the metal market, heavy booking ahead is not necessary. Last year when the merchants were overloaded with orders, the metal was hard to obtain, it was necessary to book in good bulk, and in advance of requirements, to make certain that some portion of the metal would be delivered when wanted. Users in their anxiety to be on the right side, ordered more than they required, with the result that when the crash came, and the consuming demand fell off, warehouses were stocked with metal. That these surplus stocks have been worked off is apparent, but with no scarcity of metal at present, and merchants well able to deliver promptly, it is not necessary to book ahead. Metal can be easily obtained and with prices that fluctuate from day to day, users are naturally only too willing to maintain the position of being able to take advantage of a fall in quotations. Of course the wisdom of this attitude is apparent so long as metals remain in their present weak state, or advance but slowly. If the markets at any time recover themselves strongly and suddenly, then users with no stocks are at once on the wrong side of the fence. It is a position which they must judge for themselves, after taking careful review of the situation, and the trend of the metal demand generally, as influenced by the slow improvement going on in industrial activity.

Tin is weaker in the primary markets, and there is a bearish movement going on which is depressing quotations. With the sale of Banca tin and the free selling of large stocks accumulated in the East Indies, there is plenty of tin in sight, and as the demand is none too good just at present, lower quotations are likely to prevail. Copper continues firm after a slight fluctuation in sympathy with the weak tin market. The European copper demand seems to be stronger again. During the past seven months exports have aggregated 475,-025,600 tons. This total is a record for any similar period, and is stated to be nearly equal to the amount of metal produced in the States for these months. If this is so the home demand must have been very poor. With the difficulty however, of estimating the correct production of copper, this statement is hardly likely to be correct. Lead is weaker in the Old Country, but across the border the Trust keeps up prices. Spelter is about the same, while iron is as strong as ever. Locally the demand continues fair, with steady booking, but of no heavy bulk.

Hon. W. S. Fielding has given notice in the House of Commons of a resolution renewing the lead bounties for five years more, or until the 30th of June, 1913. There are some important changes as compared with the original statute passed in 1903, although the new act does not go quite so far as some of those interested in the lead industry would like. The new act will provide that bounties will not begin to decrease until the price of lead has reached £14 10s in the English market and that the payment shall not be limited to $500,-000 a year—as in the previous act—providing the total sum paid in the five years does not exceed $2,500,000. The price of lead is now quoted at £12 15s in the English market.

Pig Iron—Cleveland warrants are slightly stronger in the English market at 50s 6d, and the whole position of the metal is very strong. Cables report good business, with a stimulation in demand owing to the more confident feeling produced by the settlement of the shipbuilding dispute. There is no indication at present of any falling away from the firm standard set up. Increasing business to the American continent is reported, good bulk now going out regularly to Canada. Scotch brands are firm. Statements from the States are uncertain, and to a great extent appear unreliable. Some centres report improving business, while others state that trade is still at a standstill, with foundries and machine shops idle. It seems pretty certain that with the admitted improved conditions of trade generally in the States, the iron and steel industries must be to some extent benefitted. Locally fair business has been transacted, and we quote: Middlesboro, No. 3, $18; Summerlee, No. 2, $20.

Copper—Copper, after declining in sympathy with the fall in tin, is firmer again. The exports are still a strong feature of the New York situation, but the domestic demand, although showing no great improvement, appears to be steady, with a promise of better booking. The resumption of the large idle copper mines in the States has been followed by great activity in Canada. The Granby Mine has been turning out record tonnage, and now the British Columbia Copper Co., are blowing in their three furnaces, after being idle since the fall. From the mine of the company it is expected that 2,000 tons of ore a day will be produced and with a resumption of the Dominion Copper Company mines, the ore from which is smelted at the furnaces of the British Columbia Copper Co., the output of British Columbia will be greatly increased. Prospects for copper cannot be considered bad, if production is increased like this. Locally there is no change in quotations. The demand is a slightly improving one.

Tin—Following the Banca sale, prices have weakened in the primary markets, and we now quote tin at £127 15s compared with last figures of £130 12s 6d. The price in New York is quoted at $28.50. With plenty of metal in sight, and the demand not so good as it was, although present prices may stimulate trade, there is a bearing movement going on, and lower quotations are probable. Locally the demand is steady with orders increasing in numbers, but on the light side. With the break in the primary markets, tin has been cut 50c.

Lead—Lead is weaker in the Old Country, being quoted at £12 15s. The demand seems to have gone all to pieces and the weak state of the market is having effect here. With a moderate demand the market is not at all firm and imported lead is quoted at $3.70 with trading for fair lots.

Spelter—Spelter remains steady in the English market at last week's quotation, although, if anything, it is a little weaker East St. Louis. It is in-

teresting to note that according to the world's spelter returns for last year, the United States now ranks as the largest producer of this metal. Thirty years ago the output was less than 20,000 tons; now it is up to the 250,000 mark. Locally the demand continues to be stronger, and quotations are firm at $5.25.

Old Metals—Quotations are unchanged the cutting in lead being too small to affect scrap. We quote: Heavy copper and wire, 10½c; light copper, 10c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $13; No. 2 cast, $10.

TORONTO METAL MARKETS.

Toronto, June 5.—Though the local market remains rather quiet, there has been an improvement over last week. Nearly every metal man had a good word to say regarding the condition of trade generally. Although no very big orders are being placed, all have a little to do and certainly are in a better position financially than are their confreres in the United States. The market is somewhat firmer this week, though prices are about the same as a week ago.

Copper has been down and up again since the last issue of Hardware and Metal and is rather irregular at present, with a tendency upward. The demand is light and the supply is more than sufficient to meet all requirements. The business done here is steady with unchanged prices, although England has advanced over a week ago. A number of inquiries have been received, but the great and rapid fluctuations deter to some extent the placing of large orders. In fact advices have been received locally from New York, offering copper at a low price, and by the time the telegram is delivered and an answer sent ordering at the low rate, a change has come over the market and the order is rejected.

Iron and steel prices are more stable. By latest reports pig iron has advanced two shillings in England and bar iron and steel have gone down three and four dollars per ton, both in England and the United States, Cleveland being the first to send out the decline in price. Why pig should go up and bar down is a question that local metal men seem unable to answer. The decline, it is said will help on buying, at least that is the reason given, but local men cannot see how that will come about.

As a matter of fact word comes from Cleveland that the implement manufacturers, who are among the largest consumers of steel bars in the country, have recently been making arrangements regarding their yearly requirements and the steel bar men decided to give the whole trade the benefit of the reduction of four dollars a ton. The bar iron men quickly followed the cut, reducing their price three dollars per ton.

Tin is a little irregular and appears to be advancing, although there is considerable difference among dealers as to prices. Lead is still declining and is quoted ten cents lower than a week ago. Toronto metal men had nothing to say regarding the extension of the bounty term on pig lead, but think it should be beneficial to Canadian lead miners.

The flurry in pig iron in the United States has not as yet led to important results. Most of the Pennsylvania furnaces have marked up prices on basic and this, no doubt, has helped the somewhat firmer tone of iron and steel in Canada and England. Locally the offerings of pig have been in one or two carload lots. In foundry iron there has been a little competition, and both New England and Toronto old metal dealers have sold some of their stocks to Buffalo. The local old metal men are at present receiving more supplies than for some weeks past, but sales are about the same as last week, consequently stocks are piling up. The railways have been buying up a lot of old material all over the continent, preferring it for re-rolling purposes on account of the price, to new steel, and some Toronto dealers say the railways are at present their best customers. The United States steel works have been buying iron rather freely as many of them are out of stocks and fear an advance. Merchant pipe is doing a little better, but wire is still falling. Tin plate mills say they have orders ahead to last until August.

Spelter is slightly more active and other lines are fair and about normal as compared with a week ago. A special word should be said about Canada plates, which are increasing slowly but surely from week to week.

Pig Iron—A firmer tone is noted in the pig market and in fact iron is the leading market feature of the week. Inquiries have given place to sales and though the orders are small, still since they have increased in number in one short week, there is a great deal more life in the market. No. 2 Canadian foundry is still quoted at $18.75, and Middlesboro No. 3, Summerlee No. 2, and Cleveland No. 1 remain at $20.25 Pig iron has advanced two shillings in England and rumor says there will be an advance in Toronto before another week goes by. The decline in bar iron and steel in the United States has not yet affected the Toronto market.

Tin—An irregular market prevails, some dealers stating there is an advance and others a decline. The drop to $31 to $32 a week ago seems to have sobered the situation, and it appears as if the market price has an upward tendency. Supplies are more than sufficient to meet present demand, but the recent Banca sale did not place on the market quite so much tin as was anticipated.

Plates and Sheets—Prices remain as last week and both lines are going well. A slight improvement is noted over a week ago and the prospect is bright.

Copper—The most irregular line of the week. It has been up and down during the week and in fact the price quoted in the morning may be changed a couple of times before the day is out. Toronto prices remain about the same, from 13¼ cents to 13¾ cents being asked for casting ingots. Through it all, however, there is an upward tendency of prices. The local business has been fairly steady.

Lead—A decline of ten cents is reported, the price this week being $3.65 per hundred pounds for foreign pig.

Spelter—Slightly more active is this line this week. After being almost dead for some time it is a relief to find that a little life exists in the market. The price remains at $5 for foreign, as quoted a week ago.

Old Materials—Stocks are increasing, though sales are not so numerous as last week. Prices remain the same. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 9¾c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 3c; zinc, 3c; No. 1 wrought iron, $9; stove iron, $11; machinery cast iron, $14; rubber, 6c.

U. S. IRON TRADE.

Cleveland, June 3.—The Iron Trade Review says: Important developments have been following each other closely in the iron and steel market, After a strict observance for about five months of the prices of most finished and semi-finished iron and steel products, the first break in the situation came this week with the announcement of a four-dollar a ton reduction in steel bars. The lapse of a few hours from this action brought forth the word that the bar iron makers had followed the lead and had cut their product three dollars a ton.

These price changes, particularly that of steel bars, coming so abruptly upon the heels of the meeting of the general iron and steel committee in New York two weeks ago, when the statement was given to the public that the prices then in force could be regarded as fixed and that no further sessions of the committee were believed necessary until fall, has left the trade in a somewhat bewildered state. When reductions were probably least anticipated they have come, and the expectation has naturally been created among buyers that the cut represents but the opening wedge, and that a general readjustment is close at hand. The outcome of the next several weeks promises to be awaited with intense interest.

Makers of steel bars, in explanation of their decisive action at this time, declare that the present is regarded as the favorable moment for the employment of such measures as are calculated to stimulate business. It has been repeatedly stated, in the pursuit of the maintenance policy, that prices would be reduced at the proper time, if such an impetus was considered essential to the recuperation of the industry.

The implement manufacturers, among the largest consumers of steel bars in the country, have recently been making preliminary arrangements for coming into the market for their last half and yearly requirements, and have been demanding lower prices. Rather than make any special concessions to these manufacturers, the steel bars committee decided to extend the benefit of any reduction to the entire trade, and made the revised schedule operative up to Oct 1.

The subsequent action of the bar iron makers in cutting their prices promises to have an interesting bearing upon the results of the annual wage conference with the Amalgamated Association of Iron, Steel and Tin Workers, which is now in session. The week in pig iron has been somewhat less animated than the previous several weeks. Inquiry continues good, but furnaces are showing more independence as to seeking business at present quotations, and are enjoying an improved sentiment. Prices are firm and are displaying a tendency toward a moderate advance.

W. G. Harris, president of the Canada Metal Co., Toronto, left last Saturday on a holiday trip to Great Britain and the continent.

Quebec and Maritime Provinces

New Buildings at Sherbrooke—Temple of Honor and New Hall for St. John —Bricklayers' Strike at Halifax Continues—Montreal Hardware Jobber Married.

HALIFAX.

May 30.—Fishing supplies of all kinds are in good demand, and also builders' supplies. There is considerable building going on in Halifax and other parts of the province this year, but most of the structures are for residential purposes. All the plumbers report business unusually brisk for the season of the year, and the painters also report trade in a good condition. The electrical men are busy and conditions generally are considered to be most satisfactory. Prices in all hardware lines are pretty steady and collections are about an average.

* * *

The strike of the bricklayers and masons is still on, and has very greatly interfered with building operations. The men are now out one month and with both sides standing firm there is no prospect of a settlement. The important announcement was made during the week that the plans of the new Intercolonial Railway roundhouse for Halifax had been altered and that the building would be constructed of brick. The original intention was to build the roundhouse of concrete, but the contractor has consented to the change and the work will now be rushed. The change in the plans will be of great advantage to the bricklayers, as they will be granted the eight-hour day on this job. The $40,000 addition to the Queen Hotel is being built of steel and concrete and the work is being rushed night and day to complete it in time for the tourist trade. The construction of All Saints Cathedral has been delayed by the strike.

* * *

Quotations are: White lead is in good demand. Canadian pure is quoted at $6.15; Brandram's BB genuine, at $7 and BB No. 1 at $5.75. Zinc is slightly lower, being quoted at $6.50 for cask lots and $7 for smaller quantities. Boiled oil is quoted at 61c in barrel lots and 63c for smaller quantities. Raw oil is selling at 58c in barrels and 60c in smaller quantities. Tin plates are steady, IC coke being quoted at $3.75 to $4; IC charcoal $4 to $4.50, and IX charcoal, $5.25 to $5.40. Ingot tin is selling at 35c. Turpentine is worth 83c in barrel lots and 93c in lesser quantities. There is a heavy demand for cement, particularly in Halifax, where the work of paving the streets has been resumed. Large quantities are also being used by the builders, the majority of the foundations now going in being of concrete. Cement is quoted from $2.15 to $2.25. Black sheet iron is slightly easier and is quoted at $2.35 for 24 gauge. Bar iron is quoted at $2.10 base, and galvanized sheet iron at $3.75 for 24 gauge. Wire fencing is selling briskly. Plain and twisted is $3.25 per 100 pounds and barb at $2.90. Wire nails are quoted at $2.35 base and cut $2.50 base.

* * *

Jobbers are again complaining of the delay in the delivery of pipe. It seems impossible to get orders filled within a reasonable time. The mills apparently have more business than they can handle.

* * *

The Central Rawdon gold mines are again to be worked. A syndicate has been formed, composed of Captain L. Porter, J. P. Graham, Gould Northup and others. Mr. Northup will have charge of the development work. In the old mines he at one time sent a brick to Windsor valued at $10,000. Operations will be begun at once and will start from new surface showing gold leads. S. M. Brookfield, of the S. M. Brookfield Co., Limited, contractors, and president of the Halifax Graving Dock Company, has gone on a business trip to Liverpool.

ST. JOHN, N.B.

June 2.—Plans are being prepared for the erection of a new building for the Temple of Honor, on Main St., north end, and a hall for the St. John the Baptist Society, on St. James St. It is understood that both structures will be of brick asd will each cost in the vicinity of $10,000 or $12,000.

* * *

James H. Doody, plumber, has just finished installing 20 new baths in the Dufferin Hotel here. Mr. Doody is also remodelling the plumbing in the new branch office of the Bank of British North America, on Union St.

* * *

Local plumbers have tendered for the contract of installing 20 baths in the Halifax Hotel and 24 baths in the Queen Hotel, at Halifax.

* * *

W. S. Fisher, of Emerson & Fisher, returned home last Thursday from Toronto where he attended a meeting of shippers from all parts of Canada to discuss the proposed simplified way bill form. Mr. Fisher also attended the monthly meeting of the executive of the Canadian Manufacturers' Association, and speaks enthusiastically of the good work being done by that organization.

The section of the Transcontinental railway between Chipman (N.B.) and the Tabique River will be built by the Toronto Construction Company, they having secured the sub-contract from the G.T.P. Work was started a few days ago and all sections in this district are now under construction. C. O. Foss has been appointed district engineer in succession to Guy C. Dunn who has resigned.

* * *

Business with both wholesale and retail dealers here continues very good with little or no change in prices.

* * *

T. E. Ryder, for some time manager of the transmission department of the Canadian Fairbanks Co., Montreal, is now in charge of the St. John, N.B., office of the company. This appointment offers a wide field in the lines handled by the Canadian Fairbanks Co., particularly gas engines, scales and mill supplies; and the company are to be congratulated in having a man of Mr. Ryder's ability and experience at St. John.

T. E. RYDER,
Appointed Manager of the Canadian Fairbanks Co.'s Branch at St. John, N.B.

SHERBROOKE.

May 29.—The new Fairbanks building and drill shed are both well under way now, the foundations for each are completed, while the framework of the former is partially finished. The drill shed is to contain rooms and armories for all the regiments of the city, including the cavalry and artillery, besides ample space for drilling. It is expected to be completed about Dec. 1st next.

* * *

Megantic county is to be favored with a very keen contest in the coming provincial elections, D. H. Pennington, president of the Robertson Asbestos Mining Co., and who is also extensively interested in lumber, is the Conservative

candidate, while Geo. R. Smith, manager of the Bell Asbestos Mines, Thetford Mines, the present M.L.A. for the county is the Liberal standard bearer.

MONTREAL.

June 5.—Gordon C. Seybold, of Starke-Seybold, Montreal, was married on Wednesday evening to Miss Mildred Brodie, daughter of Mrs. Marguerite Brodie, Bank Side, Upper Lachine Road, Montreal. The ceremony was performed at Bank Side by the Rev. W. J. Clark, pastor of St. Andrew's Presbyterian Church, Westmount, Montreal. Mr. and Mrs. Gordon Seybold have left the city on an extended western trip. On Monday night Mr. Seybold was entertained by some personal friends to an informal dinner at the Forest & Stream Club, Dorval. The company numbered 16, William Starke, of Starke-Seybold, presiding. Mr. Seybold was presented with a silver tea service. Congratulatory speeches were made and Mr. Seybold returned thanks to his friends for their kindness and good wishes.

* * *

The Transportation Bureau of the Montreal Board of Trade was launched at a meeting last week of the members. T. J. Drummond, president, said that the Bureau would act as an intermediary between the business interests and the railways. In was their intention to secure a competent railway expert who thoroughly understood matters appertaining to freights, and he would be expected to follow up the meetings of the Railway Commission and generally to keep in touch with railway matters which would affect shippers, jobbers, and manufacturers. Over 100 members have already given in their names as members of the bureau. A committee was formed for the purpose of getting the bureau into shape, consisting of T. H. Newman, chairman, and H. W. Aird R. M. Ballantyne, George Esplin, Geo. B. Fraser, J. R. Kinghorn, Alex. Orsall, J. Quintal and R. J. Younge. At the first meeting of the committee J. R. Kinghorn was elected vice-chairman, George Hadrill, the Board of Trade secretary, acting as secretary. Several applications for the position of railway expert were received.

* * *

C. E. Johnson, Montreal salesman for the Canadian Fairbanks Co., Montreal, met with a train accident near Oxdrift, Man., on Monday afternoon. Mr. Johnson, who was on his wedding tour having married Miss Beatrice Fowler last Saturday, was standing in the vestibule facing the dining car when, owing to the snapping of the coupling, the car was thrown off the track. Mr. Johnson was thrown clean out of the car, landing on his head and shoulder beside the track. Beyond a dislocated shoulder and a lacerated face, he was not seriously injured, and will be able to resume his journey to Winnipeg in a few days.

* * *

R. C. Jamieson & Co., Montreal, have acquired control of P. D. Dods & Co., paint manufacturers, Montreal, and will reorganize the business. R. C. Jamieson & Co. hope in a few days to make an announcement to the trade.

* * *

Amongst the several firms tendering for the lighting contracts of Calgary, are three Montreal companies—Drummond, McCall & Co., the Robb Engineering Company and the Allis-Chalmers-Bullock Company.

Trade Doings in Ontario

Tinsmiths Strike at Kingston—Good Crop Reports—Many Contracts Let—Lumber Price-Cutting at Hamilton—Traveler to Manage Retail Business—London After New Industries—New Sunday School and Apartment House for Chatham—Leamington Man's Narrow Escape.

KINGSTON.

June 2.—Business has been opening up nicely the past week in most lines, and the merchants are feeling a great deal better satisfied than they have felt for some time past. The window displays are attracting a great deal of attention at present, many of them being fitted out with a good display of fishing tackle which is arranged in an artistic manner, while others are showing equally as attractive displays, only along other lines of seasonable goods.

* * *

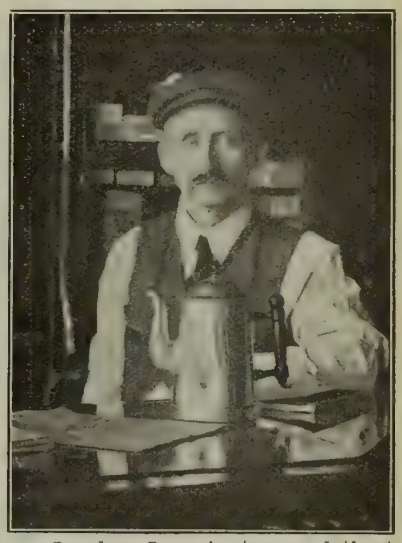
John Lemmon, hardware merchant, has been at Sharbot Lake the past few days to superintend the installation of hot water heating in the new Farmers Bank.

* * *

A quiet wedding took place in this city on Monday evening, when George Druce, a well known employe of McKelvey & Birch, hardware merchants, was married to Miss Etta Harkness, of this city.

* * *

A meeting of the Tinsmiths' Union was held here last Thursday evening, when it was decided that the members of that branch of the union would hold out for an eight hour day. Some three months ago a communication was sent to the employers, setting out the demands of the tinsmiths, and the men claim that no attention was paid to this and they finally decided to quit work on Saturday night last. Up till the present time the masons, carpenters and their helpers work but eight hours a day, while the painters, plumbers and tinsmiths are the only three branches of the building trade which adhere to nine hours a day. Up to Saturday the tinsmiths were receiving $2.25 per nine hour day, and they now demand the same wage for an eight hour day, with time and a half for overtime. One merchant stated that the men had given no notification of going out on strike, and that the work at the present time did not justify an increase in wages, as there is very little work doing in that line. The apprentices did not go out with the journeymen and are still at work. The bosses do not feel inclined to give the men what they ask, but the men feel that they were justified in their demands and are prepared to fight it out. About twenty-five men are affected by the strike. It was rumored to-day that if immediate settlement was not made, there would be several sympathetic strikes among the workmen in similar lines of work, such as plumbers, etc., but nothing definite has yet been said by any other union.



Harry Lendon, Leamington, and the teapot that recently saved his life.

LEAMINGTON.

June 1.—Harry Lendon, a Leamington, Ont., hardwareman, had a narrow escape from death recently. A prospective customer walked into his store and picked up a loaded revolver which another man had carelessly left on the show case after examining it. While speaking to Mr. Lendon and at the same time toying with the revolver the gun was discharged. Fortunately for Mr. Lendon there was an aluminum teapot immediately in front of him, on the show case, else there would be another story to tell, for the revolver was pointed directly at him. A glance at the accompanying picture will show what a narrow escape he had from instant death and also the effect produced by the bullet on the teapot.

PETERBORO.

June 2.—It is understood in Hastings that the assets of the Canadian Boiler and Radiator Company, which went into liquidation last summer, have been purchased by J. J. English, of that village.

* * *

The Sandstone Brick Company have begun operations for the season. The company will supply the Canadian Woods Product Company, of Toronto, with 600,000 brick for the building of an extensive wood alcohol plant near Dysert, Haliburton.

* * *

Duncan & Doupe have the contract for repainting the Hunter Street bridge across the Otonabee River. Their price was $200.

* * *

The Board of Directors of the Y. M. C. A. have decided to install a special boiler for heating the water for the baths and plunge.

* * *

The local hardwaremen find a big demand for lawn mowers these days. The grass is growing at a wonderful rate on account of the abundance of rain, and has to be attended to almost daily.

* * *

The trusses for the roof of the new armory being erected here will be needed about July 1. The Hamilton Bridge Company have the contract for supplying them.

* * *

The Massey-Harris and the Deering agents here report splendid sales. The farmers have purchased many rollers, harrows, cultivators, seeders, etc.

HAMILTON.

June 3.—The Brooks-Sanford Hardware Company has secured the contract for the tiling and hardware in connection with the new Normal school being erected here by the Ontario Government. The contract amounts to about $1,500. The firm is rushed with orders and has had one of the busiest seasons in its history.

* * *

The Hamilton Brass Manufacturing Company reports business to be decidedly brisk. The firm is at present refurnishing the bar of the new Prince of Wales Hotel, owned by John Milton, of Brantford.

* * *

There has been a decided drop in the price of lumber and doors here. During the winter the Lumber Dealers' Association succeeded in holding the prices at a fair figure but a Trenton firm opened an agency here and proceeded to sell below the association figures. The result was that the members of the association began to cut on each other.

* * *

Fred Garvin, formerly representative of Wood-Vallance & Co., and latterly connected with the Allith Manufacturing Company, of New York, has entered the employ of the Brooks-Sanford Hardware Company of this city.

* * *

The building permits for May showed a falling off of $309 550 as compared with May last year. The figures for the month were $119,400 as against $428,950 for the same month last year. The permits this year have been mostly for dwellings.

* * *

The Burlington Beach Commission is advertising for tenders for furnishing material and placing water services on Burlington beach.

* * *

The prospects of having the Hamilton, Waterloo and Guelph Railway constructed this year do not appear bright, as John Patterson, who went to England to float bonds has been unable to do so owing to the great amount of Canadian bonds at present on the market there. This will be sad news to the merchants of Hamilton and the other municipalities interested.

* * *

The prospects for a good year in business circles in this city is unusually bright. Farmers report that not in years have the indications of good crops been so reassuring as they are at present and with such good tidings from the fruit and farming districts it goes without saying that the city merchants will reap the benefit. In addition to this, however, the city industries are going ahead with renewed vigor after the very dull times of the past few months and practically all of the factories are in operation again and running full time. The merchants report that money is coming in faster and that it is not so hard to collect accounts. Lawn mowers and gardening supplies, screen doors, hammocks, paints, oils, varnishes and the usual requirements for the spring house cleaning and brushing up are in constant demand.

* * *

Assistant General Manager Alex. Legge, of the International Harvester Company, of America, S. V. Kennedy, of Auburn, N.Y., manager of eastern factories and A. G. Ranney, of Chicago, met the heads of the various departments of the Canadian branch here on Tuesday night at a dinner at the Hotel Royal. Matters of interest in connection with the firm were discussed and about 125 stereoptican views illustrating the vast properties and manufacturing interests of the firm were shown.

* * *

The Campbell Lubricating Company took out a permit this week for a brick warehouse to cost $3,000.

GUELPH.

June 3.—The contract for the steel standpipe has been let by the water commissioners to the Toronto Iron Works for $9,250. The standpipe is to be 100 feet in height, 30 feet in diameter, and have a capacity of five hundred thousand gallons. The contract for the cement foundation was let to W. Conery, of this city, who has already started on the work, and the standpipe is to be completed August 1st.

* * *

The city solicitor has been instructed to take legal proceedings, either by indictment or by application to the Board of Railway Commissioners, or otherwise to compel the company to perform its duty with regard to the building of a new station.

* * *

The junior hardware clerks of this city played a friendly baseball game with the Rockwood team last evening and were defeated 4 to 3.

* * *

The Bond Hardware Co., with their usual enterprise, have had a neat schedule of the Church Baseball League printed, and their forethought is being much appreciated among church league followers.

* * *

Beatty Bros., and the Templin Mfg. Co., of Fergus, are employing large staffs of men on their new extensions.

* * *

G. Janzen is doing an extra fine plumbing job in Paisley for Bernhardt & Gies, Preston, who have been awarded the contract for the hot water heating of the residence of Thos. Parker.

* * *

Geo. C. Young, of Wingham, who for the past three years has been representing Lewis Bros., Montreal, formerly in the west, and for the past few months in the east, has accepted a position as manager of the Northern Engineering & Supply Co., of Fort William. Mr. and Mrs. Young left for their new position on Monday.

* * *

On Friday last the Western Foundry Co., of Wingham, shipped a carload of fine ranges to Prince Rupert, B.C.

GALT.

June 2.—Business in Galt is rather quiet at present, especially in the hardware line. The spring cleaning, painting and renovating has been finished and the citizens have settled down to enjoy a comfortable summer. Of course there is a big demand for screens of all kinds, while a few of the laggards are still buying paint and other housecleaning necessities, but as a general rule that disagreeable task has been performed.

* * *

"Business is usually rather quiet at this time of the year," said one of Galt's largest hardware dealers to your correspondent. "There is practically no demand for stoves or heating apparatus while the financial depression has had considerable influence on the volume of

business transacted. We are optimistic, however, and think that we can see the beginning of the end of the financial depression, which at no stage affected Galt as severely as it did other towns. In fact, it is doubtful if our business fell off more than five per cent. but you will readily understand that five per cent. on the turnover we make every year means a considerable sum.

"Yes, the farmers' trade is unusually busy, and we have many calls for dairy supplies, oils, etc. The farmers are anticipating a bumper crop and are preparing for its reception."

* * *

Geo. U. McFarland, proprietor of the sporting goods emporium, was one of those in charge of the very successful Victoria Day celebration in Galt on Monday, 25. George is a South African veteran, and the manner in which he led off the parade was well worth the price of admission.

* * *

Warnock's axe factory has again started on full time and are at present as busy as at any time in the firm's history.

* * *

The Saw Factory has been on full time right along, and present reports from that firm are to the effect that the volume of business is larger than ever before.

LONDON.

June 2.—Jobbers report business exceptionally good and retailers are as busy as they can be. Your correspondent visited a number of retail stores this morning and in every instance found the staff too busy to talk.

* * *

Col. Gartshore, vice-president and manager of the McClary Manufacturing Company, is on his way home from Prince Rupert, which far-distant place he has been visiting with Mrs. Gartshore. He is expected here on Saturday next.

* * *

A. A. Briggs, McClarys advertising manager, is again on duty after an absence due to illness of several weeks.

* * *

The manufacturers committee of the city council has under consideration a proposition from a large Canadian concern which is seriously thinking of locating here. The chairman drove the directors of the company around the city a few days ago, and there were several locations that pleased them. There is a strong probability that this concern will shortly be numbered amongst London's industries.

* * *

Plans are in course of preparation for a fine new Masonic Temple for this city. The proposition is to erect a four-storey structure about 200 feet square. This would give plenty of room for lodge purposes, banqueting hall and club rooms. There are about two thousand Masons in this city and it is said the matter of financing the project would be no difficult matter. One lodge alone has $6,000 cash in the bank and would be prepared to advance it for the construction of a building that would be used exclusively for lodge purposes.

* * *

Another company, located in Wisconsin, is about to establish a branch in Canada for the manufacture of furniture specialties and the secretary of the Board of Trade is in close touch with the parties.

* * *

The Seventh Day Adventists have decided to erect a commodious church building on the corner of York and Rectory Sts.

* * *

The power contract presented by the Hydro-Electric Commission is not exactly to the liking of the city council. The city auditor has prepared a statement based on the figures of the Commission's experts, showing that the power will cost more than double what the Commission claims. Last night the council, in view of all the circumstances, decided by a vote of ten to two, to refer the contract back to the Commission for further information.

CHATHAM.

June 2.—Building is commencing to show considerable activity in Chatham. The new St. Andrew's Sunday school hall, at a cost of $8,000, is one item, the list including a $6,000 residence for W. H. Taylor, vice-president of the Board of Trade, and a $4,000 apartment building to be put up by Dr. Jos. Tremblay, of Chicago. Considerable work is being done in the putting in of modern store fronts, while old houses are frequently being remodeled.

* * *

The Drader box factory commenced operations this week in Mr. Drader's new premises near the Chatham Wagon Works. The factory has a capacity of 2,000 boxes per day, with advance orders for 200,000. From 35 to 40 hands are employed.

* * *

The Sydenham Glass Company, of Wallaceburg, are building a new factory at a cost of nearly $60,000. H. L. Dixon has the main contract. The new factory will employ 100 men. The Wallaceburg Sugar Company will this season expend $40,000 on improvements, including an engine room for the pulp-drying plant, a cooper shop and two warehouses.

* * *

J. J. Keating, of Belle River, has sold his general store to Noah Parent, of the same place. The new proprietor takes charge July 1.

* * *

J. E. Scriven, of Tilbury, has sold his hardware business to Herb Sloan, of the same place, the new proprietor taking possession last Monday. Mr. Scriven, who has been for many years a leading citizen of Tilbury, intends going to the Northwest.

* * *

J. G. Crosby, the Highgate hardwareman, has purchased a lot adjoining his residence, and will enlarge and beautify his grounds. Mr. Crosby was a delegate to the Huron Synod in London last week.

* * *

Chatham merchants universally report that May has been a first-class month. The general feeling is steadily growing more optimistic. Crops throughout all parts of the country are in excellent shape, and the expectation of bumper crops in the fall has led farmers to unloosen their purse strings, with a resultant benefit to business. The outlook is bright.

* * *

A. D. Westman, of Westman Bros., was in Toronto this week on business.

* * *

Automobiles were a theme of discussion at the meeting of the Kent county council this afternoon, a resolution to petition the Provincial Legislature to prohibit the running of autos in rural districts on Saturdays and Sundays being unanimously passed. Very bitter feeling was in evidence against touring cars coming from the States, such parties being characterized as utterly reckless.

West of the Great Lakes

Moose Jaw Clerks and Employers Confer—New Schools at Saskatoon and Moose Jaw—Bicycle Boom on at Vancouver—Lumber Industry in British Columbia at a Standstill—Large Increase in Wheat Acreage in Alberta—Interesting Facts About Calgary.

MOOSE JAW.

June 1.—Voting took place on May 26 on the by-law authorizing the issue of debentures for the building of the new Moose Jaw Collegiate Institute, and was practically unanimous in its favor, only one vote being cast against it.

* * *

The Moose Jaw school board have decided to build a two-roomed school on the "Crescent" immediately, as the large number of children in the city entering the schools have made it impossible for the board to carry out their original intention of waiting until the erection of the Collegiate Institute made more room available in the public schools.

* * *

The Retail Clerks' Association held their first general meeting on May 26, when George Maybee, of Mitchell, Himbroff & Maybee, Ltd., gave an address

on the "Relationship of the Employer and Employe." A number of prominent merchants of the city were present and took part in the proceedings, while two of the members of the association presented the clerks' side of the question. Music was furnished by McClelland's orchestra, and at the close of the meeting ice cream and refreshments were served. It is proposed to hold other meetings of this nature at regular intervals.

* * *

G. K. Smith, one of the leading hardware merchants of the city, has returned from Victoria, B.C., after a six weeks' visit.

SASKATOON.

May 30.—Lieut.-Col. Gartshore, manager of the McClary Manufacturing Co., London, Ont., was in the city this week.

* * *

The contract for a four-room addition to Alexandra School has been let to F. H. Webb. The price is $18,488.

* * *

A new Presbyterian church has been built on Twentieth St., at a cost of $2,500.

* * *

There is now a good demand for seasonable goods. Refrigerators and other warm weather goods are selling well. Tents and camping outfits are being shown by the local hardwaremen, and a busy season is anticipated in this line.

* * *

The real estate market is slowly improving and smaller buildings are quite numerous. Only a few large buildings are in sight so far, but it is the general opinion that the building industry will become more active as the season advances.

CALGARY.

May 29.—The general increase in the crop acreage of Alberta this year has been carefully estimated at 33 1-3 per cent. This will make the total under crop this year 701,500 acres. Last year it was 526,047½ acres. The highest district increases are reported from Central Alberta, where it is as high as 100 per cent. in some cases. In the south the increase runs from 10 to 25 per cent. Progress reports of crop conditions continue most favorable. Rains have continued, there having been several this week.

* * *

The wholesale hardwaremen report free buying by the retailers, though not in large quantities.

* * *

The very bright prospects are having a stimulating effect, as might be expected. The tension is not yet altogether relieved, however, and complete recovery is not expected by anyone till after the bumper crop anticipated is garnered this fall.

Some very interesting statistics regarding this city are being published by the Board of Trade in a brochure, "A Thousand Facts Regarding Calgary." Among them the following stand out prominently:

The Burns Packing Co. has a capacity of 400 cattle, 2,000 sheep and 2,500 hogs per day. The company employs 125 men.

At last week's sale of pure bred bulls for the Province of Alberta, held in Calgary, the total realized was $7,095. Ranchers bought with reserve, as the stocks on the ranges are large.

Half a million bushels of wheat were milled last year in the mills of Calgary, into 100,000 barrels of flour. Thirty thousand barrels of flour were sent to the Orient last year from Calgary alone.

The Brackman & Ker Milling Co. are now manufacturing 150 barrels of breakfast food per day. Their mills have a total capacity of 300 barrels per day.

The Calgary Milling Co.'s new mill began running this week. It has a capacity of 1,000 barrels per day.

The business of the city requires 25 commercial telegraph operators, four chiefs and seven clerks.

For sporting and athletic goods the probabilities for business in Calgary should be very bright. The interest in baseball, for instance, is remarkable. There is a five-team city league, which is drawing at its opening games 600 or 700 people per night—and to a bare field, destitute of bleachers, grand stand or any seating accommodation. An athletic union has just been formed in the city. There are 48 clubs entered in it, with a total membership of 1,455.

* * *

The electric light committee of the city has decided to recommend the tender of the Robb Engineering Co., of Amherst, N.S., at $20,226, for a cross-compound engine; and that of the Allis-Chalmers & Bullock Co., of Montreal, at $15,980, for a generator, exciter, etc.

* * *

The public library board held an organization meeting this week and decided to ask the council for $20,000 to be used in the purchase of a site and books. $50,000 will be spent on the building.

* * *

The International Company, of Coleman, has started work on the construction of forty more coke ovens, which, when completed, will give the company a battery of 216 ovens.

* * *

The C. P. Irrigation Colonization Company now have three large contracting firms working on the extension of the main canal and laterals at Gleichen. This is the very best evidence of the way this district is filling up with new settlers.

VANCOUVER.

May 30.—The wholesale hardware trade does not report the opening up that was anticipated, and though there is brisker business with the north consequent on the commencement of construction on the railway, general results are not up to the trade of a year ago. The reason for this is the inactivity in the lumbering industry. It was expected that with the shutdown in the winter the sawmills would be in operation again this spring, and at the first of March it was announced that what would be a practical resumption of operations would take place this spring. The continued lack of demand from the northwest, where money is a very scarce article, has had the effect of the mills in British Columbia remaining closed. This is generally speaking, there being some in operation. It applies more particularly to the interior, the coast mills having a large local business, as well as export. It is beginning to look as if things will not be back to the old standard until well on into the summer, when it will be known that good crops will be harvested in the northwest. Notwithstanding that the aggregate amount of trade is hardly up to last year, wholesalers are satisfied with the volume of this spring, and are very hopeful, since they know that once the forward start is again made, business will come with a rush. The prospects are very encouraging, in short, everything points to good business immediately ahead.

* * *

It looks as if there will be somewhat of a revival in the bicycle business in Vancouver. A meeting of enthusiasts was held the other evening, and a committee is to be selected to arrange for the organization of a club on a purely amateur basis. A monster meeting of wheelmen is looked for when the date will be set, and it is not improbable that the suggested meet will be pulled off, possibly on Dominion Day. With a growing population and large distances to be covered, Vancouver is a fair market for the bicycle dealer.

* * *

Mr. Russell, general manager of the Canada Cycle & Motor Company, who is in Vancouver this week, has always been an exponent of the "Made in Canada" idea. When the Canadian Manufacturers' Association met here he was in attendance. It was this association that really developed the "Made in Canada" as applied to all lines. Mr. Russell is now interested in seeing it applied to automobiles and bicycles and his firm employs several hundred men in these two branches at the West Toronto works.

* * *

Oren Ruffcorn, secretary of the Enamel Concrete Company, of Des Moines, Iowa, was in Vancouver during the week, and it is not improbable that as a result of his visit this city may soon have another manufacturing plant. He signed preliminary agreements with some local capitalists for the starting of a plant for the manufacture of enamel brick. He came west to Seattle, and seeing the prospects here, came on and investigated, deciding favorably. The company will invite the local men interested to visit the plant in Des Moines and see how the manufacturing is carried on and the quality of product that is turned out. The bricks, tile, etc., are made of sand and cement with an enamel surface, which make them impervious to moisture. Being ornamental they are in use for facing.

* * *

R. P. McLennan, of McLennan & McFeely, is having a $6,000 motor launch

constructed in local yards, the Pacific Motor Works, Ltd., being the contractors. The craft will be 40 feet in length, with a beam of 10 feet, and will be constructed from plans prepared by E. B. McShock, of New York. A boat of practically the same model from plans by the same designer, won the ocean race from Bermuda last fall.

* * *

The New Westminster Gas Company is preparing to install two new benches of retorts, which will double the output. More mains will also be laid in the city, and the service considerably improved. There is talk of an American company starting another gas works in New Westminster, and the matter has already come before the council. Nothing substantial has materialized as yet.

* * *

Lynch Brothers, who were in the Yukon in the days of the placer mining prosperity, are now at Prince Rupert, and are classed among the pioneer merchants. They carry a full line of hardware.

REFRIGERATOR BASKET.

Lewis Bros., Montreal, are selling the Hawkeye refrigerator basket, an ingenious article, which is built like an ice chest. The small piece of ice required will keep the basket cooled down to 58 degrees for 14 hours. This basket indispensable to the full enjoyment of a summer cottage, is manufactured by the Burlington Basket Co., Iowa.

FOR HURRY-UP ORDERS.

Wood Vallance & Co., Hamilton, have issued, in very neat form, a book containing private post cards, for use in sending hurry-up orders for goods, the cards being easily detached, and leaving a duplicate of the order in the book for reference. A condition of the orders is that the goods named on the cards must be shipped the same day as received. The cards are very solidly bound together, and for convenience in ordering goods, and keeping a record of goods ordered, the book is about as neat as could be arranged. A sample order book will be sent on request to any hardware dealer in Canada.

GENERAL P.O. DELIVERY AIDED.

The general delivery windows in the general post office building in New York are now open during the entire 24 hours, including Sundays and holidays. The windows heretofore have been closed at midnight on week-days, and at 6 p.m. on Sundays and holidays. These additional facilities will be a convenience to foreigners, transient callers and residents of other cities visiting New York.

Philias Saulnier, stove manufacturer, Montreal, is calling a meeting of his creditors.

Messrs. Graves and Bigwood, of Graves, Bigwood & Co., Byng Inlet, Ont., have been visiting Montreal hardware circles.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

CANADIAN AGENT WANTED for an article which sells readily to the wholesale hardware and sporting goods trades. For full information write Box 723, HARDWARE AND METAL, Toronto. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESSES WANTED

WANTED—Thriving hardware business in good town or city, stock from five to twelve thousand dollars, in exchange for 7% preference stock in a high class, clean cut manufacturing business in Toronto. A good man would be given responsible position in office or charge of sales department at a good salary. Apply Box 722, HARDWARE AND METAL. [25]

BUSINESS CHANCES

TRAVELLERS AMONG DAIRIES.—Opportunities of making handsome profits on good side line, 25 p.c. to 50 p.c. commission. Apply "Corinth," HARDWARE AND METAL, Montreal.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware and coal business in one of the best towns north of Toronto. An A1 opportunity for anyone looking for an established business. Will sell hardware without coal, if desired. Apply to Box 726, HARDWARE AND METAL, Toronto. [26]

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SCOTCHMAN, open July for engagement. Unique experience in open fire, fire-places and grates. Accustomed architects and good class private trade. Thoroughly practical, capable and up-to date man. Exemplary character, excellent credentials re ability and experience. Fullest particulars from Box 101, HARDWARE AND METAL, 88 Fleet St, London, England. (24)

HARDWARE SALESMAN, having at present management of large retail hardware business in the West, wishes to make a change for a similar position, or one as travelling salesman. 14 years experience. Best of references. Apply Box 5, HARDWARE AND METAL, Winnipeg, Man. [24]

WANTED—Position as foreman tinsmith and plumber. Box 724, HARDWARE AND METAL. (25)

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

CANADIAN MACHINERY and Mfg. News, $1.00 per year. The only mechanical paper published in Canada; every foundry and manufacturer of hardware lines; or of anything made of metal, should receive this publication regularly; sample copy sent on request; condensed advertisements for "Machinery Wanted" will be inserted free for subscribers to "Hardware and Metal." "Machinery for Sale" advts. one cent per word each insertion. CANADIAN MACHINERY, 10 Front St. East, Toronto.

KEEP POSTED—The leading authority in Canada on Groceries and Food Products is THE CANADIAN GROCER. Important trade conditions generally discussed every week. Price $2.00 per year.

MENSURATION

FOR

Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects **70 Figures**

Price 50c., Postpaid

All orders payable in advance)

MacLean Publishing Co.

Technical Book Department

10 Front St. East, - TORONTO

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, June 5, Room 511, Union Bank Bldg, Winnipeg.

All conditions continue favorable for the crops. The rains last week are reported to have been general throughout the western provinces and the results will be very beneficial. Prospects have never been better than this year in the first week of June and there is a very hopeful feeling throughout the country. While business is showing considerable revival in sympathy with the improved outlook, there is little disposition to discount the future and caution is noticeable in all buying orders. Wholesale houses report that collections are being met surprisingly well in all parts of the country, but the buying is still very cautious, although more liberal now than it was a couple of months ago.

Except for an advance of 5 cents per gallon in linseed oil, there are no quotable changes of importance this week.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

Wire Nails—$3 Winnipeg, and $2.55 Fort William; cut nails [illegible] per keg.

Cut Nails—Now $2.90 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—$1.75, 100 sq. ft.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 p.c.

Hooks—Brush, heavy, per doz., $8.75; grass, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., $9.25; 7-in. $10.

Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70,; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wringers—Royal Canadian, $36: B.B., $40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14¾c. British manila, 11¾. Lath yarn, 10¾c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, $3,75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5. Bar iron, $2.50. Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Pig Lead—$5.50. Lead pipe, $7.

Sheet Zinc—Casks, $8; broken lots, $8.50.

Copper—Planished copper, 29½c per pound; tinned, $26½c.

Iron Pipe—Black pipe, ¼-in. $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box, $13.50; ½ box. $7,

Terne Plates—I.C. plates, $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8-inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45: Eocene, gal., 24c; case, $2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasolene, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand, bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 74c. Linseed oil, raw, 65c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

June 5—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 5o p.c.

Horseshoes, M.R.M., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, $3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 55 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, $1.85, 100 sq. ft.

Shovels, first grade, $11.55; fourth grade, $7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, $9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, $8 doz.

Wringers, Royal Can., $38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manille, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Ammunition—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

White lead, pure, $7.65 per 100 lbs.

Boiled oil, barrels, 77c per gal.; raw, 69c per gal.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

Ross Bros.

LIMITED

WHOLESALE HARDWARE

Edmonton, Alberta

SPECIAL ATTENTION
—GIVEN TO—
MAIL ORDERS

Get our quotations before ordering elsewhere

WINNIPEG BUILDERS' SHOW.

Under the auspices of the Winnipeg Builders' Exchange an exhibition of builders' materials will be conducted in the Auditorium rink, Winnipeg, July 23 to 31. The growth of Winnipeg has been so phenomenal and the sale of builders' supplies has been so large that it is surprising that an exhibition of this kind did not several years ago establish itself as an annual event.

A strong committee is in charge of the exhibition, a committee that assures the success of the exterprise. J, W. Morley is chairman, and W. Alsip, of the Alsip Brick, Tile and Lumber Co., is vice-chairman. These gentlemen are supported by E. Cass, T. D. Robinson, F. Powell, Thos. Black, T. R. Deacon, J. A. Payne, J. Bourgeault, G. W. Murray. W. Garson, A. T. Davidson and D. Cameron.

A COMPLETE LINE

We invite a close inspection of Pease Warm Air Furnaces, Pease Combination Furnaces, Pease Round Hot Water Boilers, Pease Round Steam Boilers, Pease Square Sectional Hot Water Boilers, Pease Square Sectional Steam Boilers, and Pease Economy Steam Heaters and Ventilators.

We can furnish apparatus for heating and ventilating Residences, Stores, Offices, Factories, Churches, Schools, etc., by Warm Air, by Warm Air and Hot Water combined, by Hot Water and by Low-pressure Steam.

We have made an exclusive study of the heating and ventilating business for over a score of years. The experience thus gained is at the disposal of our agents.

We maintain an Engineering Department, and every heating and ventilating problem sent us by our agents is made a separate study by a competent Heating Engineer.

We have received thousands of unsolicited letters from users of Pease Systems testifying to the superior quality of Pease plants, both as regards heat distribution and moderate operating cost.

Why not handle a line which is known to be entirely Satisfactory? Better write us to-day.

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water o Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

How To Determine Size of Hot Air Furnaces

Most manufacturers follow the rule of getting the cubical contents of a building to be heated and figuring the size furnace from that, but we do not advise that method, writes J. B. Jones, Utica, in the National Hardware Bulletin. We believe the size of the furnace should be figured on, the size and number of hot air pipes leading from same, and care should be taken not to get the total outlet of said hot air pipes greater than the amount of air which the furnace can properly take care of and discharge into such hot air pipes. That is the only general rule the writer would lay down to determine the size of the furnace.

In determining the size register and pipe for a given room, care should be taken to consider the exposure of that room—whether one, two or three sides are exposed to the weather and how much glass surface is found in such room. For instance, take a room 14x15 feet with one side exposed and only the ordinary amount of glass surface and ceiling not over nine feet high, a 9x12 register and 9-inch pipe would take care of such room. If two sides were exposed and nearly double the amount of glass surface, then a 10x14 register and a 10-inch pipe would be needed for same, and so on through entire house, except to figure that it does not take nearly so large a pipe to furnish the same amount of air to a second floor room, as the second floor room receives the benefit of lower floor being heated, besides having the advantage of ten or more feet of perpendicular pipe to accelerate the movement of the air.

The only thing we can do is to lay down a few general rules. It has always been the policy of our company where a new hand is taking hold of the furnace business to ask for a floor sketch of the house, giving exposures and height of ceilings and width and length of each room, and we then make a plan showing our recommendations as to location of registers, size of same and size of hot air pipe to run them. Also show location of furnace and size of same. Where we have men in the territory and it is convenient for them to do so, we have them assist the dealer in laying out and at times in selling their customers.

The future of furnace heating is assured and the furnace trade is increasing all the time and has been for several years. Furnace heating in the ordinary houses has become a necessity where years ago they were considered a luxury.

Practical Suggestions.

When a dealer takes hold of furnace work he should, if he can, give personal supervision to same. In most cases they have a practical man who takes charge of such matters and thus relieves the dealer of any supervision on his part.

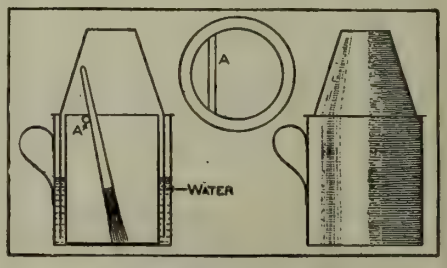
There are various forms as to how the dealer should proceed to advertise in his community. The most effective advertising, in our judgment, is to distribute circulars by mail to those who would be likely to purchase furnaces. These circulars are always furnished by the manufacturer, free of charge, for such distribution. At other times where they have a good local paper they advertise through that medium, which in some cases has been successful. The dealer always takes upon himself the expense of newspaper advertising. The manufacturer furnishes the electrotypes the dealer may need in any such advertising. The manufacturer would assist him to the best of his ability in installing a furnace, either by having the man traveling in that section assist him or by having a plan made so plain that he could not well get it wrong.

About 25 per cent. is the profit usually figured on the cost of the furnace, materials and labor furnished in installing hot air furnaces. In some sections where competition is sharp they even go down so low as 15 per cent.

We have experienced no serious inconvenience from catalogue houses, although we know of three or four that are doing quite a business in that line. We never sell a dollar's worth of our goods to a catalogue house, believing they have not the interest the dealer will have in the successful installation of furnaces. They do not care whether they work or not after they have received their pay for same, and do not have men they can send out to correct the mistakes that are sometimes made in the installing of hot air furnace work. No first-class manufacturer sells directly to the consumer unless it be in his own town, where they keep a man for the purpose of looking after the local trade. They, however, make their prices such that the local dealer can make a reasonable profit should he wish to handle and install the same furnace.

A PATTERN-MAKER'S VARNISH CAN.

A receptacle to hold shellac varnish for the pattern shop should be made in such a way as to be readily accessible and to have a tight-fitting cover to exclude the air. The accompanying sketch shows a double-walled can, or rather a smaller can set in a larger one, the two being soldered together so as to keep

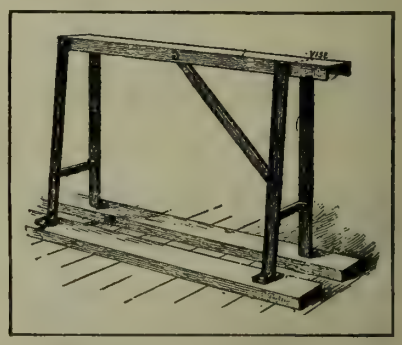


Varnish Can for Patternmakers

the smaller can in the centre. The cover or stopper is of a diameter between the size of the outer and inner cans, and has a high conical top. This cover is inserted between the outer and inner cans, which should have a space of about one-quarter inch. A little water is kept between the cans so as to make an air-tight seal, says Drafting. The high conical top of the cover accommodates the brush handle, which may either be set in the can resting on the bottom, or can be suspended by driving a wire brad in the brush handle and hanging it over the wire, as shown at A in the sketch. This wire is not only good to suspend or lean the brush against, but to wipe the surplus fluid off when removed from the varnish. If the brush is wiped only on the wire, and never allowed to touch the side of the can, the receptacle can be kept clean and tidy.

PIPE-FITTERS' KNOCK-DOWN BENCH.

A form of knock-down bench suitable for the work of the steamfitter is illustrated in the accompanying sketch. The bench is comprised altogether of metal, in the form of channel irons. It is



Pipe Fitter's Knockdown Bench.

light and at the same time rigid. When partially taken apart it can be folded into little space, to be carried from or about a building, says the Metal Worker. The top of the bench is made from a channel 5 ft. long and 8 in. wide.

MOFFAT FOUNDRY WAGES.

The Moffat Stove Company, Weston, Ont., some of whose molders are on strike, state that they have no agreement of any kind with any union. Their factory is open and they cast every day, employing 130 men, who are treated individually and according to merit. Paying on the present scale of piecework prices in the molding shop, the average wage is $3.08 a day, the highest being $4.32. The union scale is $2.75 per day.

PEASE COMPANY MAKES CHANGE

The Pease Foundry Company, Toronto, have decided to sell hot water and steam goods exclusively to the steamfitting trade in future. The Pease Heating Company, a subsidiary concern, has been undertaking the installation of these lines in Toronto and district, but a change in policy was recently decided upon and only a jobbing and manufacturing business will be done in future in the above lines. The Heating Company, will, of course, continue the installation of hot air furnaces in Toronto.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Souvenir Post Card.

The St. Mary's Hardware, Limited, St. Mary's, Ont., sent their retail customers a large souvenir postcard last week celebrating the occasion of the opening of the new post office in that town. Besides a view of the post office the card contained interior and exterior views of the firm's store and a considerable amount of seasonable advertising.

Different Roofing Finishes.

The Brantford Roofing Company, Brantford, are offering to the trade a handsome new catalogue containing information of great value to dealers who have to advise customers as to the different qualities suitable for various purposes for which roofing materials are used as well as fully describing the different finishes. A post card from any dealer will secure a copy.

The Common Carrier.

A very opportune publication is the neat and compact illustrated booklet issued by The Meaford Wheelbarrow Company, Limited, Meaford, Ont. As the name indicates, this company makes all kinds of wheelbarrows, trucks and dump carts. In fact, anything that could by any manner of means be called a carrier of the wheelbarrow class is turned out. Just now, when building operations are beginning to have full swing, these barrows are much called for, as well as their wheel and drag road scrapers. A post card will bring a copy of this booklet to any person interested.

To Save Life.

"One life is worth more than the most expensive fire escape," is the clinching argument put forth in a small leaflet, issued by the Canada Foundry Company, Limited, Toronto, illustrating the types of standard fire escapes made by the company. Every description of fire escape is manufactured—for hotels, schools, factories—in fact, all public or private buildings, and the company invite correspondence. The leaflet ends with the following truism: "Every building over three storeys should have a fire escape."

J. B. Webb, of Beader, Adamson & Co., sand paper manufacturers, Philadelphia, and Mr. Crooks, of Herman Bahr & Co., New York, makers of the same line, called on Toronto jobbers this week.

A Miniature Paint Factory

—an exact reproduction of a complete paint works on a small scale—is maintained by The Sherwin-Williams Co. for the manufacture of sample batches of all classes of paint products and experimental work to even further improve the quality of Sherwin-Williams Products. Here is in operation a complete equipment of mixers, grinders and other paint making apparatus.

This is but one of the many things done by The Sherwin-Williams Co. to produce goods of such exceptional quality that

SHERWIN-WILLIAMS PRODUCTS

have grown to be more in demand than any other painting materials in the world—the kind of goods your customers want to use, and the kind you want to sell.

The high quality and prestige of Sherwin-Williams goods, plus the high character and efficiency of Sherwin-Williams Advertising, Sales and Business Methods, make the Sherwin-Williams Agency one of the most attractive agency propositions any merchant can secure.

We want to establish agencies in every town where we are not represented. Write us today for our proposition.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

364

"METALLIC" CORNICES

So neatly and accurately made they are very easily erected.

Any architectural design supplied promptly.

If you want one for your own building or for your customers—it will pay you to write us.

We know how—and—we make them right.

23 YEARS' EXPERIENCE

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Bredin Bread Co., Toronto, will erect a $30,000 bakery.

The British Columbia Pottery Co. will build a pottery plant at Burnaby, B C.

Walter Tyrrel, Lindsay, Ont., will start a factory to make wooden limbs.

W. J. Meyers, Toronto, will erect a workshop for the manufacture of brewers' casks.

A power house for the Prince Edward Island Railway will be erected at Charlottetown.

Cragg & Austin are building a new sawmill at Kinmount, to replace the one burned last winter.

The Stanley Railway and Manufacturing Co. will erect a woodworking factory at Ryan's Brook, N.B.

Small Bros. have bought and are reopening the old wagon-making works of Wm. Platt, Niagara-on-the-Lake, Ont.

The Muskoka Foundry Co., Parry Sound, Ont., have enlarged their premises to keep up with the growth of business.

The Hunter Bridge & Boiler Co., Kincardine, Ont., is asking the town for a bonus by way of a loan of $25 000. for 20 years.

The Enamel Concrete Co., Des Moines, Iowa, will build an extensive plant for the manufacture of enamel bricks at Vancouver.

An American concern, capitalized at $100,000, has asked for a free site at Niagara Falls, Ont., on which to erect a steel rolling mill.

The Ontario Iron & Steel Works, Welland, Ont., opened on June 1, with a large force of men. The rolling mills will open next week.

The Cumming factory, Renfrew, Ont., began work on June 1 in the steel department. Refrigerators only will be manufactured for a time.

The restoration of the Winnipeg Paint & Glass Co.'s warehouse, Winnipeg, has begun. The work will be of reinforced concrete, and will cost $40,000.

The British-Canadian Smelting Co., Chippewa, Ont., is almost ready to commence operations. Nearly 500 hands are expected to be employed ultimately.

The Intercolonial Railway shops at Moncton, N.B., to replace those destroyed by fire two years ago, will soon be ready for occupancy. The freight car repair shop and the planing mill are now completed, and the locomotive shop nearly so. All buildings are constructed of concrete.

Building Notes.

A new postal station will be built in Montreal.

A new fire hall will be erected in Calgary, Alta.

St. Thomas, Ont., building permits for May totalled $31,325.

Eight business blocks are being erected in Guernsey, Sask.

Dryden, Ont., ratepayers have approved of a by-law to spend $3,000 on a school.

An eight-room school annex will be built at St. John, N.B.

St. Catharines, Ont., will spend $5,600 for school purposes.

Montreal will spend $43,000 on improvements to the city hall.

A home for aged and infirm women will be erected at Victoria. B.C.

The Woodstock (N.B.) Board of Education will build a $20,000 school.

The plans have been accepted for Regina's new $100,000 High school.

An addition will be built to the Orillia, Ont., Collegiate Institute.

A new post office to cost about $40,000 is proposed for Grand Forks, B.C.

The Church of the Sacred Heart, Ottawa, will be rebuilt, at a cost of $103,000.

H. A. Mullins, Winnipeg, will erect an apartment block, probably this season.

Branksome Hall Ladies' College, Toronto, will have a $22,000 addition built.

The Dominion Bank is building a $7,000 addition to the branch at Gravenhurst.

St. Joseph's Catholic church, Toronto, will be reconstructed at a cost of $9,000.

The corner stone of Knox church's $25,000 Sunday school, Galt, Ont., was laid last week.

Gilbert Plains. Man., ratepayers will vote on a by-law to spend $15,000 for school improvements.

Competitive plans are asked by June 20 for the "Eagles" new building to be erected at Nelson, B.C.

From May 23 to May 31 there were 73 permits issued for buildings in Toronto. Their value was $306,750.

A new $10,000 workshop will be erected in connection with the Victoria Industrial school, Mimico, Ont.

St. Alban's School for Boys, Toronto, will be removed to Weston, Ont., where a new school will be erected.

Toronto's building permits for the first five months of this year total $3,957,840, but half the total of those issued during the same months last year.

Port Arthur, Ont., city council have decided to submit a by-law to raise $175,000 for the erection of a new municipal building to include the opera house.

Municipal Improvements.

The council of Moose Jaw, Sask., are considering by-laws to the amount of $150,000, for electric light plant, sewer and water systems.

The ratepayers of Listowel, Ont., will on June 22 vote on the following by-laws: $18,000 for electric light purposes, and $6,000 for the purpose of extending the water mains.

The ratepayers of Regina, Sask., have carried the following by-laws: $90,000 for waterworks, $10,000 electric light purposes, $70,000 for sewerage purposes, $5,000 for sidewalks, $25,000 for pavements.

Railway Construction.

The G.T.R. is relaying the rails on the main line between Montreal and Brockville, Ont., with 100-lb. steel.

The Great Northern Railway Co. propose extending the Crow's Nest Southern to Calgary, from Michel, Alta.

Early in July the G.T.P. will require 5,000 men for ballasting the western sections, and 2,000 on the Fort William section of the road.

The Stanley Railway & Mfg. Co., Ryan's Brook, N.B., may take over the York and Carleton Railway and extend it eight miles to connect with the G. T. P., near Napidoggan Lake, N.B.

The Dominion Government has been asked to construct a new line around the Cohequid Mountains in Nova Scotia, so that I.C.R. trains may avoid the present excessive grade between Halifax and St. John.

Companies Incorporated.

Blackwell Varnishes, Ltd., Toronto; capital, $50,000; to manufacture varnishes, paints and oils. Provisional directors, B. D. Blackwell, Margaret Blackwell and W. P. Hirst, all of Toronto.

Starkey Mfg. Co., Ltd., Toronto; capital, $40,000; to manufacture and deal in brass, iron and steel specialties. Provisional directors, Ethel M. Wilson, Sarah A. Clyde and Ida M. Clyde, all of Toronto.

The Toronto and Niagara Carbide Co., Ltd., Toronto; capital, $100,000; to manufacture and refine the products of mines, etc. Provisional directors, Maggie McPhee, Amy B. Reston and Lydia W. Caton, all of Toronto.

The Dominion Tar & Ammonia Co. Ltd., Hamilton, Ont.; capital, $20,000; to manufacture drugs, paints and oils. Directors, Senator Wm. Gibson, Beamsville, Ont., and D. R. C. Martin, Robt. C. Fearman, J. M. Eastwood, Jno. Proctor, J. F. Leishman and Jno. Keillor, Hamilton, Ont.

The Canadian H. W. Johns-Manville Co., Ltd., Toronto; capital, $50,000; to manufacture asbestos, roofing materials, pipe and boiler coverings, and railway supplies. Directors, G. W. Macdougall, K.C.; L. Macfarlane, C. A. Pope, A. Swindlehurst and McG. Barclay, all of Montreal.

REVIVING THE BICYCLE.

When the bicycle ceased to be a fad there was still a good many people who believed that its popularity would revive later. Nevertheless, the sport of riding a wheel seemed to be pretty dead, the collapse being at its worst in 1901. In 1904 only two hundred and fifty thousand bicycles were manufactured in the United States. But in 1907 the number rose to seven hundred and fifty thousand, and during the present year no fewer than a million two hundred and fifty thousand new wheels will be turned out in American factories.

These figures, which are official, afford

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO., LIMITED

MONTREAL

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

Hammer the Hammer — Accidental Discharge Impossible

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer

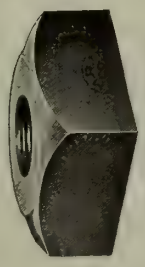
the best possible proof of the revival of popular interest in bicycling. Undoubtedly it was the very excess of the craze that did the most damage. People overdid the amusement and became tired of it. But a great many of them are taking it up again, and thousands of men who have not bestridden a wheel for a half dozen years are buying bicycles.

The bicycle dealers say that such men are dropping in every day to purchase wheels. One says that he is tired of riding street cars and holding on to the strap. Another declares that he does not feel as well as he did when he rode a wheel every day. A third has decided that he misses the fun that he used to have when a bicycle was always ready to take him anywhere. Besides, walking is a laborious method of locomotion, comparatively.

But it is also to be considered that the employment of the bicycle as a vehicle of practical utility is greatly increasing. Many business firms keep on hand and utilize from a dozen to fifty wheels. Thus an electric-lighting concern will have thirty or forty bicycles, perhaps, on which its men go about to make repairs and to attend to various odds and ends of work. Goods are delivered and advertisements are distributed by wheel. Indeed, the bicycle has here become indispensable.

Then, too, the comparative cheapness of bicycles at the present time is an important help to the restoration of their popularity. For forty dollars one can buy a more satisfactory wheel to-day than could be purchased for one hundred dollars when the frenzy was at its height ten years ago.

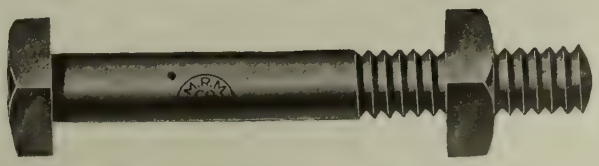
BOLTS and NUTS



The utmost care is taken in the manufacture of our Bolts to have the heads well shaped, correct threading and proper fitting nuts.

We have good stocks of all sizes, and can make prompt shipment.

THE
MONTREAL ROLLING MILLS CO.

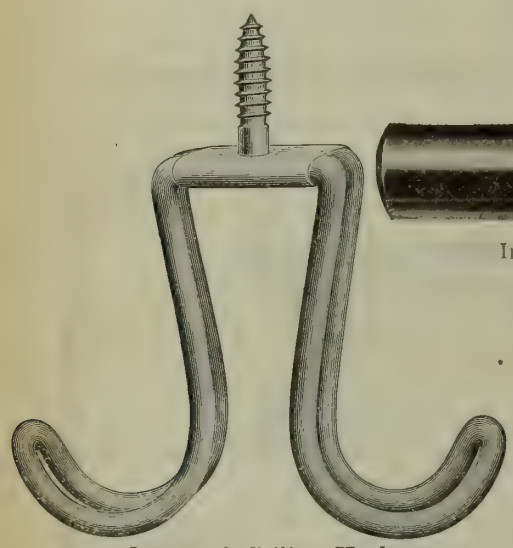


BUFFING WHEEL FOR REPAIR SHOP.

To the energetic repairman there is a good source of income at a small outlay in the constant use of the buffing wheel. Nickel which is only slightly rusted assumes a weather-worn and woe-begone appearance, which greatly discredits its owner and its maker. In very many cases, unless it has been neglected too long, it may be scoured off on a good buffing wheel, leaving the surface quite bright and almost as good looking as when new. The average owner greatly appreciates such service, and is perfectly willing to pay a small charge for it.

IMPROVED CEILING HOOK.

The Atlas Manufacturing Company, New Haven, Conn., have issued a printed circular describing the improvements made in their double ceiling hook, the arms of which are brought together with a curve, making the lines more pleasing to the eye while also tending to stiffen the hook. This can be seen by the accompanying illustration. The circular also illustrates and describes the company's Bradley "Metal Clasp" steel shelf brackets, a new feature of which is the attaching of the screws for each bracket to the bracket itself by a special arrangement. This saves a lot of lost time when making sales. Coat and hat hooks and tinned spoons are also described in the circular, which can be secured by any dealer on request.



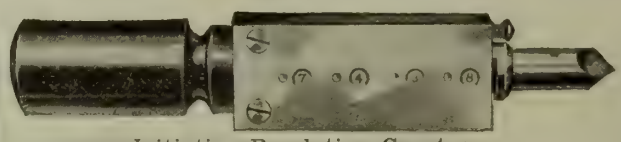
Improved Ceiling Hook.

SOMETHING NEW IN BULLETS.

A French officer has invented a new projectile for firearms which is said to wound and kill as well as the usual bullets, but does not present the ravaging action of the present projectiles of repeating rifles. This new missile is not of metal, but of paper surrounded by a thin shell of aluminum. According to the inventor, the paper bullet, fired at the same distance, under the same circumstances, and with the same precision as an ordinary bullet, produces a thoroughly smooth wound.

INITIATIVE REVOLUTION COUNTER.

Paterson, Jenks & Co., 91 Youville Square, Montreal, who are Canadian agents for the Schuchardt & Schutte, of Berlin, have placed upon the market a unique specialty of the latter firm in the shape of a handy and easily registering counter. This instrument has advantages over other indicators which are apparent at first sight, and must commend the article to all users. The "Initiative" revolution counter will register from 0 to 10,000 in either direction and will then repeat. It can easily be set to zero from any number. The count is read like an ordinary number, all digits being lined up in a row. This feature is not found in any other indicator, and has many advantages over the puzzling way of reading with a pointer and dial. Its compact size, its easy way of registering and the fact that the recording does not need to be read backwards make the counter most perfect, durable, and handy, Schuchardt & Schutte have issued a nicely illustrated catalogue of their various lines of pliers, pincers, folding rules, etc. The different grades are concisely set out, and with the accompanying cuts the catalogue is most handy, not to say, instructive. These catalogues can be obtained by writing to Paterson, Jenks & Company.



Initiative Revolution Counter.

ORIGIN OF FISHING REELS.

The origin of the fishing reel is shrouded in mystery. J. M. Clark, a veteran Kansas City angler, who has given considerable study to the subject, says the fishing reel is at least 3,000 years old. A picture of that age representing a fisherman with a rod and reel is hanging in the gallery at Hong Kong, China, he says:

"The reel in the picture is described as being made of metal, probably bronze," said Mr. Clark. "It is large and cumbersome and is of the single action pattern."

A century or more ago reels made of wood were in use in England, Scotland and Wales. These reels were about five inches deep, the drums being, therefore very large. They were used in salmon fishing. Subsequently manufacturers offered metal reels, but they were so large and cumbersome that it was not until many years after their first introduction and after their weight had been lessened that they came into general use. All of these reels were, of course, crude in construction and of the single winch pattern.

It was about sixty years ago that the first multiplying reel was introduced. It is said to have been the invention of two Kentucky watchmakers. These men first made double multipliers; that is, for each revolution of the handle there were two revolutions of the spool containing the line. Later these same men are credited with the invention of the quadruple multiplying reel, which takes up line four times as fast as the handle is turned. The inventors never applied for a patent. At present there are more than fifty firms in the United States manufacturing quadruple reels.

REELLESS REEL THE LATEST.

V. Lindquist, of Alexandria, Minn., has invented a new reel, one that makes long distance and accurate casting possible without a back lash. By the use of a "kicker" the line is looped up within the box and not wound upon a spindle, as is usually the case. Well-known fishermen and manufacturers, it is said, declare the reel to be very practical and novel.

WESTERN OUTLOOK BRIGHTENING

J. T. Sheridan, president of the Pease Foundry Co., Toronto, returned last week from a business trip to the West, where he went for the special purpose of sizing up the business prospects for the coming year. He found the outlook much brighter than expected and states that with favorable weather for two or three weeks all danger will be past, and the greatest crop on record will be harvested in Western Canada, there being 1,000,000 additional acres under cultivation and the crops being at least a month ahead of a year ago. Instead of cutting down the staff of the Company's Western branch, the Pease Walden Co., Winnipeg, Mr. Sheridan expects to inaugurate a more active selling campaign than ever during the coming season.

While at Port Arthur, Mr. Sheridan was offered inducements to establish a branch plant at that city, but for the present the erection of a Western plant will not be gone on with, although it is only a question of time before it will be necessary to make such a move.

J. T. Armstrong, for several years with Wells & Emerson, Port Arthur, has accepted a position with W. S. Piper, Fort William.

Two men who broke into the Collingwood Co.'s store recently and stole a quantity of goods were captured in Stayner. Both men, who claimed to be lately from England, carried razors and loaded revolvers. They were sent to the Central Prison for two years.

News of the Paint Trade

A SUBSTITUTE FOR SIZE.

The gelatine obtained from a kind of seaweed (Chandrus crispus) is recommended as a substitute for size in the preparation of water paints for ceilings and other surfaces of a like nature. The gelatine is first converted into a thick jelly by boiling it slowly in water for about an hour and a half, and, while still hot, is strained in order to eliminate mechanical impurities. After adding a suitable quantity of boric acid or other antiseptic, which passes into solution, the jelly is mixed with whiting, the mass being afterwards dried as rapidly as possible and ground to a coarse powder ready for packing. For use, this powder is mixed to a paste with a little hot or cold water, left for about twenty minutes, and thinned down with cold water to the desired consistency. The object of the antiseptic (boric acid, &c.) is to prevent the otherwise rapid destruction of the gelatine by bacterial agency. Where this occurs, the chalk particles, being deprived of their envelope of gelatine, adhere firmly to the plaster, especially in rooms lighted with gas, the sulphuric acid formed by the combustion of the latter converting the chalk into gypsum, so that they can no longer be removed except by scraping, and therefore the successive coatings soon fill up all recesses in the mouldings and spoil their appearance. Thanks, however, to the preservative action of the boric acid, &c., the wash obtained by the above process can be removed by the aid of water and a brush, even as long as three years after application.

The following proportions are given as suitable for the mixture: Seaweed gelatine, 1 part; water 22; whiting,, 40; boric acid, ½ part. But these may be varied between wide limits. Boric acid may be replaced by other antiseptics —for instance, chrome alum or an alkali bichromate—but salicylic acid is unsuitable, since it attacks any metal fitting that may be present on the ceiling, &c.; borax is also unsuitable. The hardness of the paint may be increased by a little pipe-clay or kaolin, and the comparatively low binding power of the gelatine may be raised by the addition of a certain quantity of sugar, syrup, molasses, &c., preferably refined, the raw products containing alkaline salts which absorb water and make the paint liable to peel off. Finally, any suitable coloring material may be incorporated with the paint at the time of use.

DON'T HIDE THE BRUSHES.

When a buyer comes in for a can of paint or a package of kalsomine never let the customer go out without asking if they do not want a brush to do the job with.

Some merchants keep their brushes in such obscure places or drawers under the counter that customers are not aware they keep brushes in stock. The more progressive dealers have them in show cases or nicely displayed on a rack right before the customers.

If asked for some kind of a brush not in stock, find out particulars look up the manufacturer's catalogue and write for the information.

Do not lose a sale. The only way to increase your business is to get what your customer wants by mail or express. Don't put off until to-morrow, as to-morrow never comes. Do it the day and time when wanted.

Trouble

Of course you'll have whole bundles of trouble, and you are foolish to expect anything else until you get the up-to-date idea of discarding the old-style floor paint, and in its place stocking the right-up-to-the-minute line of **FLOORGLAZE ENAMEL** in ten popular shades. It's the kind that dries in a night with a mirror-like finish, and wears on the job, not off. Good profit for the dealer.

Send for Color Card.

Manufactured only by

The Imperial Varnish & Color Co. LIIMTED

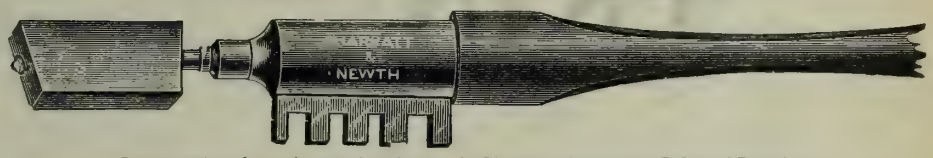
TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Paint and Oil Markets

MONTREAL.

Montreal, June 5.—An optimistic feeling continues to prevail in the paint and oil branch of the hardware trade, and while there is no excessive demand, considering the time of the year, shipments continue to be exceedingly satisfactory for all lines. The market is not so firm as it was last week, changes occurring in turpentine and in linseed oil.

Turpentine—The pure southern spirits of turpentine seems to have supplanted a large number of the imitations owing to the moderate figure at which it can be bought to-day. The turnover is far and away beyond that of this time last year, largely owing to the lowering of prices. We again report turpentine 1c a gallon easier at 63c for single barrels.

Linseed Oil—As mentioned last week the market does not show an excessive amount of strength, and yielding to pressure, the market is down 1c per gallon. We now quote: Raw, 1 to 4 barrels, 51c; 5 to 9 barrels, 50c; boiled, 1 to 4 barrels, 54c; 5 to 9 barrels, 53c.

Ground White Lead—An exceedingly healthy demand is being experienced for the popular grades of pure ground white lead. It is apparent that stocks throughout the country must have been exceedingly light, for the call is quite equal to that experienced last summer. We quote Government Standard $5.65; No. 1, $5.40.

Red Lead—There has been delay in shipments owing to some arrivals being kept back from various causes, but sales have been most satisfactory, and the market is unchanged at: Genuine red lead, in casks, $5.25; in 100-lb. kegs, $5.50; in less quantities, at $6.25 per 100 lbs.; No. 1 red lead, casks, $5 kegs, $5.25, and smaller quantities, $6.

Varnishes—Shellac varnishes, baking japans, and varnishes for carriage and agricultural implements are reported to be in active demand. Prices are generally unchanged.

Paris Green—Trade during the week has been rather quiet. Most of the large buyers, having placed their orders early, are now cautiously waiting to see the potato bug in active evidence.

White Zinc—Demand continues good, and there is no change to note. V. M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Putty—Prices are unchanged, and the various mills all report a very satisfactory inquiry: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, June 5.—"The trade has entirely recovered from the depression of the first two months of the year, and from now on we may expect a normal business," so said a prominent jobber when questioned as to the state of the market. There is certainly an improvement to be noted in business generally, and although the orders are small, inquiries are frequent enough to justify the jobbers in speaking hopefully of the future.

Sorting and repeat orders are being received, especially for Paris green and ready-mixed paints, and quite a little oil is being taken up at the present low prices. Speaking of oil, some of which has been sold as low as 53 cents there is a persistent rumor that the men who have been cutting are likely to come together and form some agreement, after which the price will undoubtedly firm up. At present boiled oil is being sold in Toronto at a price below what English raw oil can be brought to the city and sold for.

With the exception of turps and oil, whose prices are unsettled, the market prices ruling this week are unchanged from last week.

Turpentine—The price this week is down to 63 cents per gallon, one cent lower than a week ago. Supplies are very fair and sales are being made rather freely. The conditions which prevailed a week ago still hold and the Standard Oil Co. is forcing the men who have been trying to corner the market to come out of their shell.

Linseed Oil—Plentiful supplies continue with an unsettled market. Prices remain as last week—54 to 55 being quoted for raw—although some shading has been done below this price. For boiled oil 57 and 58 is being asked. Quite a number of sales have been made, especially raw oil.

White Lead—Genuine is still quoted at $6 to $6.15 per hundred pounds and $5.90 for No. 1. Red lead continues to be quoted at $4.50 for genuine in casks and one cent more per pound in kegs of 100 pounds.

Paris Green—Repeat orders are received daily and business is brisk. For barrels 24½c is asked and 25¾c for drums, which are unchanged quotations as compared with a week ago.

Glass and Putty—Twenty off is now quoted for window glass and the trade is very fair. Retailers are buying imported glass through jobbers and the Canadian factories do not expect much business until the sorting season arrives.

Putty remains steady at $1.65 for bulk in barrels, and $1.90 for bladders in barrels.

Varnishes and Stains—Continued steady, demand is made for these lines, which are regarded more as summer goods. Shellac varnish is quoted at the same price, $1.75 for pure white and $1.65 for pure orange.

Petroleum—A fair demand continues at the same prices of a week ago. Pure white petroleum is at 13½c.; water white, 15c; and Pratt's Astral, 17½c. Benzine is at 18c. per gallon in barrel lots, and motor gasolene is 18c.

Art. Laurin & Co., painters, Montreal, have dissolved.

Who Pays?

When the can of Paint is sold (the can you're not sure of), and the customer kicks—or doesn't kick, but silently decides he's been taken in?

Who Pays?

You do—in loss of custom and loss of profits; but when you sell the Paint you can be sure of—

ENGLISH

LIQUID PAINT

—and the customer is glad he bought it,

Who Pays?

He does—and gladly; and you make profits and continuous trade besides.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., Winnipeg,
Distributors for Western Canada

MURESCO

Covers the Wall of Public as well as Private Buildings

Here is an example of the big sales that are open to the man who handles ***Muresco.*** The stations of the Grand Trunk Railway at West Toronto, Brampton, Georgetown, Acton, Guelph, Berlin, Stratford, New Hamburg, Forest, Galt, St. Mary's, and many others in Ontario, are decorated with ***Muresco.*** Sales of ***Muresco*** this year are ***60%*** ahead of last year.

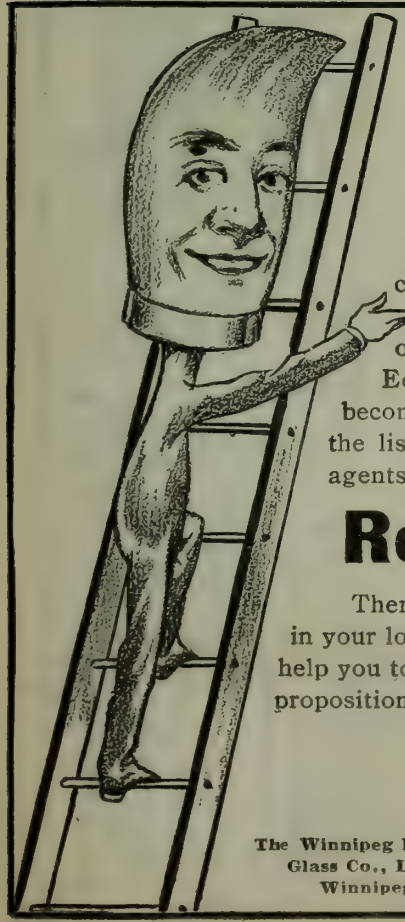
If you live in any of these towns, just go down to the G.T.R. Station and see for yourself what an ideal wall finish ***Muresco*** is! Then go back to your store and

Write Us for Our List and Discounts.

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada. New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every respect.



The Ladder of Fame

The number of those who start up this ladder is legion. There is always a crowd at the bottom, but there are very few near the top. That's why **Martin-Senour 100 per cent Pure Paint** enjoys such distinction. It is at the very top of paint quality and is so recognized by discriminating paint buyers.

Equally discriminating dealers will take advantage of this fact and lose no time in becoming agents for this very superior paint. If you are not already included among the list of Martin-Senour agents it will be to your advantage to write for our terms to agents and let us show you how we can help you

Reach the Top of the Ladder

There is no reason why you should not be securing the very cream of the paint trade in your locality. That's what Martin-Senour agents are doing in other places and we can help you to do the same. Put it up to us. We are ready to help you make good and our proposition is one which will interest you we are sure. Write today.

THE MARTIN-SENOUR CO., LTD.

PIONEERS OF PURE PAINT

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

DODS BUSINESS SOLD.

The liquidators of the P. D. Dods & Co.'s business at Montreal have disposed of the paint and stock to a new corporation controlled by R. C. Jamieson & Co., the management being in the hands of M. Walter Dods.

J. H. Morin, for over 30 years an employe and partner in the R. C. Jamieson business, and for the past six years a partner in the Dods Company, with the management of the Toronto branch, has purchased the stock and fixtures of the Toronto business and will in future conduct it under the name of J. H. Morin & Co. His long connection with the trade should aid him in making his career as a jobber assured. Since the death of Mr. Tongas and the destruction by fire of the Toronto branch on Church Street six months ago, Mr. Morin has been ill for a considerable length of time, but having secured control of the Toronto business, with headquarters at 54 Colborne Street, he is again on the road selling "Island City" paints.

WOMAN RUNS VARNISH FACTORY

Miss Florence H. Liszka, of Glondale, L.I., is said to be the only woman in the United States owning and managing a varnish factory. In an interview with a newspaper representative she is reported as saying:

"Manufacturing varnish is an inherited taste with me as well as inherited business. My father had the misfortune of having three girls instead of three boys, and while I was always around his varnish factory as a child, I was not old enough at the time of his death to show any decided taste for any work or profession. With the hope of making things as easy as possible for his family, he left the business to be managed by outsiders. They managed it in such a way that after a few years the factory had to be clased. Three years after this happened I came of age and found that a good bit of my little fortune was tied up in that closed factory. I held the mortgage on the building and the major part of the visible assets. As I also had all my father's formulas, I decided to open the factory and try to get back his old customers. That happened just ten years ago. The work has been hard, both mental and physical, but it has made us a good living. I now employ twelve hands besides myself. There is nothing to be done about a varnish factory that I can't do in a pinch.

"Every varnish factory has its own formulas and to a certain extent those formulas are secrets known only to a few trusted workmen. As I had not the money to pay a high-priced man when I started, I had to do all the weighing and mixing with my own hands. While many of my ways of preparing the oils came to me through my father's formulas, I have discovered others for myself. Besides preparing the oils I have passed on all varnish to decide when it reaches the required ripeness. After a varnish is made it must lie from eight months to a year to be properly ripened. I select all the gums used in my factory. Much of the success of varnish-making depends on the buying of gums. The price of gums fluctuates as much as that of cotton, so of course I have to keep posted and try to buy when the varieties I need are at bottom prices. I have been asked to become a member of the Varnish Manufacturers' Association, but as I would be the only woman I don't think I ever shall. It would bring a certain amount of notoriety which I would not enjoy. I am a varnish maker from preference, just as other women are lawyers or doctors."

PAINTING THE STORE.

The paint store, above all other stores, says an exchange, should be an example of cleanliness and neatness. Paint bears a significance of these two characteristics and should therefore be in an element which suggests them. To give the fresh appearance the store front should be painted at least once every year.

An English contemporary discourages the use of light colors on the outside, believing they are too flashy and detract from the effect of the goods in the window. It recommends the more retired hues such as dark browns, dark greens, etc., claiming these shades result in a neat and rich effect and will blend with any color that may predominate in the window display. We are inclined to believe with the English paper, except as to the pure white selection.

A paint store as stated above should portray an air of freshness and cleanliness. A white front is surely the best representative of these features. It probably does detract from the importance of the window, but just for that reason it does command attention. Colors like pink and lavender are, of course, eyesores, but white is by no means a hard color. The only objection to white is its willingness to collect the dirt. If one is located susceptible to smoke and dirt he had best remain aloof from that color. A soiled white front is worse than any color. It must be kept immaculately white, and in most instances it will be found necessary to paint twice a year to keep it that way. We might best describe the situation of the white front by citing the case of the white shirt. Nothing is neater than a white shirt, but when it becomes slightly soiled it bespeaks negligence and untidiness. If you can afford the time and expense of keeping a white front white, there is no criticism coming your way, but consider the condition of the streets and chimneys around you before you indulge

Shades of brown seem to be the popular hues at the present time, and a dealer not yet having painted would do well to consider one of these shades for the outside decoration. Brown always gives off an air of richness and usually jibes with any color prominent in the window display.

Lewis Bros., London, Ont., have the painting contract for the Lorne Avenue School.

YOUR MONEY IN IT

All over the country you see men in this position to-day. It is a favorite spring position. It is a position which predominates wherever a live agent for

RAMSAY'S PAINTS

realizes that his money is in it, and now is the time to get profits out of it. You have invested money in Ramsay's Paints—The Right Paint to Paint Right are you doing your share to help us get orders for you? Look about your town! How many houses need paint? How many householders are thinking of painting? Then write us and tell us who they are. The result will be business and profit for you. Many agents are doing this. Are you?

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 Paint Makers

The Profits and the Price

The volume of your paint sales depends a good deal on the prices you are asking. If you are asking high prices people will be less liberal in their purchases. But if you are offering.

NEW ERA PAINT

(which actual test proves to be the best prepared paint on the market) the moderate price actually promotes business. New Era Paint enables you to sell a really high grade paint at a price which your customer knows to be reasonable.

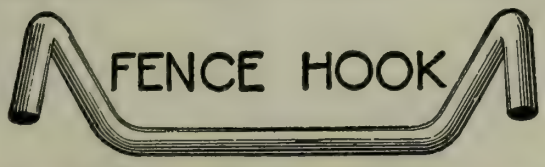
Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT
Patented 1906.
BEST ON THE MARKET.
THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Refrigerators

Few Reasons why our "VICTORIA" Refrigerators are Superior to others.

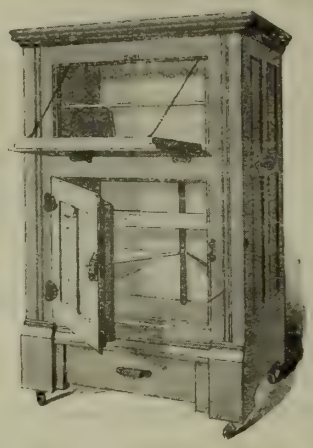
When selling a Refrigerator you should offer more than a wooden box lined with galvanized iron or other material, and where the temperature never changes or circulates except when opening doors.

VENTILATION in a refrigerator is as important as the ICE itself.

How can you keep food in a good condition in an air-tight box? Our "VICTORIA" Refrigerators are provided with a VENTILATING SYSTEM built on technical principle. no disagreeable smell stays in them.

The DROP DOOR which forms a shelf is of a great assistance when putting ICE in refrigerator.

Our WATER DRAWER is one of our latest improvements.



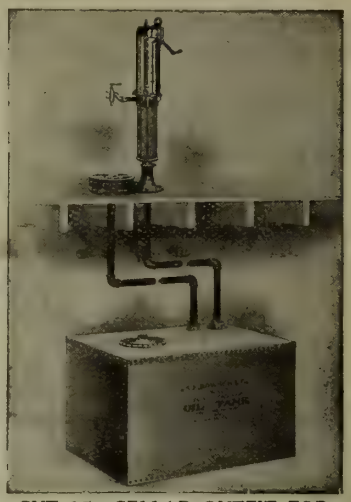
Write us for more particulars.

C. P. FABIEN

MONTREAL, - - - CANADA

Toronto Sample Room, 178 Victoria Street, Messrs. Stewart & Co.
Quebec Sample Room, 131 St. Peter Street, L. J. Roberge.

You Can Double Your Profits on Oil



CUT 15.—CELLAR OUTFIT FOR NON-LUBRICANTS

The amount of money you lose with those old fashioned oil tanks eats away at least half—sometimes all—of your profits.

But you can protect your profits, double them and more, by handling your oils in Bowser Self-measuring Oil Tanks. The reason is simple: the Bowser stops EVERY kind of loss. Send for catalog V. and find out how to double your profits.

S. F. Bowser & Co.

LIMITED

66-68 Frazer Ave. - - - - Toronto

ESTABLISHED IN 1796

English For all

FALCON TRADE MARK

Varnish Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

- *Water Filters*
- *Water Coolers*
- *Chafing Dishes*
- *Table Kettles and Stands*
- *Coffee Extractors*
- *Wine Coolers*
- *Nursery Chests*
- *Baking Dishes*
- *Crumb Trays and Scrapers*
- *Tea and Bar Urns,*
- *Bathroom Fixtures*
- *Coal Vases and Hods*
- *Candlesticks*
- *Cuspidors*
- *Match Safes, Etc.*

All High-Grade and Exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge Street,

Write for Catalogue *Toronto, Ont.*

The Painters Are Your Customers

if you are handling

ELASTICA No. 2

This is the varnish which any good painter will buy on sight. Being very durable, it is especially adapted for hallways, bathrooms, dining rooms, kitchens — and, in fact, any inside house work requiring an extra durable finish.

It is very elastic and will not scratch or mar white

It produces a beautiful lustre over natural, painted or grained woods, and a smooth dull finish can be easily obtained by rubbing down with water and pumice stone.

Put up in sealed cans only. Full Imperial Measure.

WRITE ABOUT OUR DEALER HELPING PLAN

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of "Elastica," "Gutta Percha," and "Flattine" Floor Finishes, and "Flattine" Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

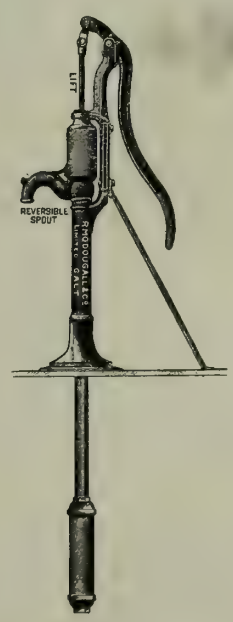
50 cents

— to —

The MacLean Publishing Co.

Technical Book Department

10 Front St. E. — TORONTO



We supply a large share of the dealers of Canada simply because

McDougall Pumps

are

Standard Pumps

and thirty years' experience should teach quite a few of the secrets of making a good article.

We are always ready to exchange ideas with the trade.

A catalogue for the asking.

The R. McDOUGALL CO.

Galt, Canada LIMITED

The Roofing House of Canada

Leading lines of the reliable goods

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg. Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

June 6, 1908

These prices are for such qualities and quantities as are usually ordered by recail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ... per lb.	....	0 09½
Hallett'	....	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plate 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	9 00
" 2 " ..	....	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge		0 22
Sheets, 12 to 14 in.		0 24
Tubing, base, per lb 5-16 to 2 in		0 26
Tubing, iron pipe size, 1 inch base..		0 22
" seamless base		0 22

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	13 50
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60	....	21 00
Tinned copper sheet, base	....	24 00
Planished base	....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 60	2 65
12 gauge	2 60	2 70
14 "	2 50	2 45
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 65
26 "	2 65	2 80
28 "	2 70	2 95

CANADA PLATES.

Ordinary, 52 sheets	....	2 60
All bright "	....	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22 - 24	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	....	3 70
26 " "	....	3 95
28 " " (equal to 26 English)		4 40
10¾ oz. " 28 "		4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No 3 pig iron	18 00	20 25
Summerlee, No. 2 "	20 00	20 25
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	1 90	2 00
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	....	1 95
Sleigh shoe steel	1 95	2 20
Iron finish machinery steel (domestic)	2 05	2 20
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 30
Sheet cast steel	0 15	0 15
Toe calk steel	2 45	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	....
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$32 00	31 00

TINPLATES.

Charcoal Plates—Bright M.L.S., Famous (equal Bradley)

	Per box.	
I C, 14 x 20 base		$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel— I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— X X, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 70	3 75
Bar, "	4 20	4 20
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb.	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 75	7 00
Part casks	7 00	7 25

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 and 5 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass	0 10½	0 09¾
" yellow brass	0 08	0 08½
Light brass	0 05½	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	13 00	14 00
Stove plate	10 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 05½	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	1 70
No 7 Fuller's	"	2 00
No. 4½ "	"	2 10
Patent Compression Cushion, basin cock, hot and cold, per doz.,	....	$16.20
Patent Compression Cushion, bath cock, No. 2208		2 35

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 00	¼ inch	2 85
⅜ "	2 25	⅜ "	3 05
½ "	2 72	½ "	3 57
¾ "	3 68	¾ "	4 83
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 50	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 16	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 55	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb.	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	....	0 40
2-lb. or over "	....	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 19

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.	
Sulphate of copper (bluestone)		0 08
Litharge, ground		0 05½
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 [illegible]
Marine black, 25 lb. irons		0 04½

GLUE.

Domestic sheet, in barrels	....	0 09½
French medal "	....	0 10

PARIS WHITE.

In bbls		1 00

PARIS GREEN.

Barrels	....	0 24½
25-lb. drums	....	0 25½

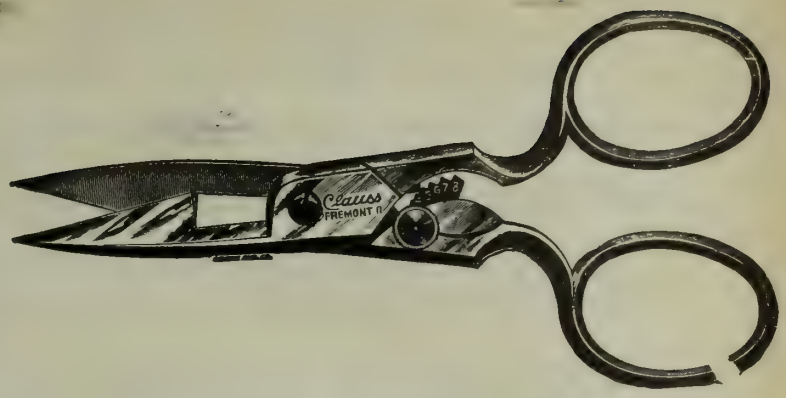
PIGMENTS.

Orange mineral, casks	....	0 09
" " 100-lb. kegs	....	0 09½

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of button hole. Ask for discounts.



The Clauss Brand Co., - Toronto, Ont.

PREPARED PAINTS.

		Quart cans
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	....	0 13½
Water white "	....	0 15
Pratt's astral "	....	0 17½
Castor oil, per lb	0 09½	0 10½
Motor Gasoline single bbls	..	0 18
Benzine, per gal single bbls	....	0 17
Turpentine, single barrels	0 63	0 64
Linseed Oil, " raw	0 51	0 53
" " boiled	0 54	0 56

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Canadian pure	5 65	5 90
No. 1 Canadian	5 40	5 65
Munro's Select Flake White	5 90	6 15
Elephant and Decorators' Pure	5 80	6 15
Tiger Pure	5 90	6 15
Essex Genuine	.	6 00
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 65	5 80
"Crown and Anchor," pure	5 80	5 95
Sanderson Pearcy's	....	6 00
Robertson's C.P., lead	5 90	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50
Genuine, 100 lb. kegs, "	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100		20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 60
Gilders bolted in barrels	....	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	....	0 08½
No. 1, " "	....	0 07
No. 2, " "	....	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 65
No. 1 Orange, "	1 30

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No 1	....	0 90
" " union	....	0 85
Light oil finish	....	1 30
Gold size japan	....	2 00
Brown japan	....	1 00
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 50
No. 1 "	....	2 25
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal	....	2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish	..	2 00
" Kyanize " Interior Finish	....	2 40
" Flint-Lac," coach	....	1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.	....	2 50
Flattine floor finish, per gal	....	3 00
Elastica exterior finish, 1 gal. can	....	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

ONTARIO AND QUEBEC.

Slater's felt per roll		0 70
O. K. paper, No. 1, per roll		0 75
O. K. paper, No. 2, "		0 70
Dry Cyclone, per roll		0 50
Tarred Cyclone		0 60
Surprise, per roll		0 40
Resin sized per roll		0 45
Dry Sheathing, per roll,		0 32
Tarred " "		0 40
Heavy straw, dry & tarred, per ton		37 50
In Maritime Provinces		42 50
Carpet Felt, per 100 lbs		2 75
Tarred Felt, per 100 lb.		2 00
Pitch, Boston or Sydney, per 100 lbs		0 75
Pitch, Scotch, per 100 lbs		0 65
Heavy Fibre, 32' & 60', per 100 lbs		3 00
2 Ply Ready Roofing, per roll		0 90
3 " " "		1 15
2 Ply complete, per roll		1 30
3 " "		1 50
Cement, barrels, per gal		0 15
" tins "		0 20
Coal Tar, per barrel		3 50
Coal Tar, tins, per gal		0 15
Refined Coal Tar, per barrel		4 50
Shingle varnish per barrel		4 50
Caps and Nails, per lb		0 05
Mop cotton, per lb		0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper	....	2 15
" wood	....	2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English " "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discoun 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in., "	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge— under 12 in. per 100 lb.	4 75	
over 12 in. "	3 75	

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples— ¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	....	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Ford's auger bits, 30 and 0 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz.	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.		
P. S. & W. Extra, discount, 70 per cent.		

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40	
" " 2, "	4 80	
Barrel Underhill	5 05	

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT. PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 1¾ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00
Berg's, each..... 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross 9 00
" " ¾ " .... " 10 00
" " ⅞ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'..... 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10¾
Hay Budden, 80-lb. and over 0 09¾
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..... .... 0 13½
Berg's, per lb..... .... 0 12½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list Per cent.
" " ½ and smaller.. 60, 10 and 10
" " 7-16 and up 60
" " Norway Iron ($3 list) 60
Machine Bolts, ½ and less .... 60, 10 and 10
Machine Bolts, 7-16 and up.... 60
Plough Bolts ..... 55, 5 and 10
Blank Bolts..... 60
Bolt Ends..... 60
Sleigh Shoe Bolts, ½ and less .. 60 and 10
" " " 7-16 and larger 55 and 5
Coach Screws, conepoint..... 70 and 12½
Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25
" iron ..... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c.; 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

OUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

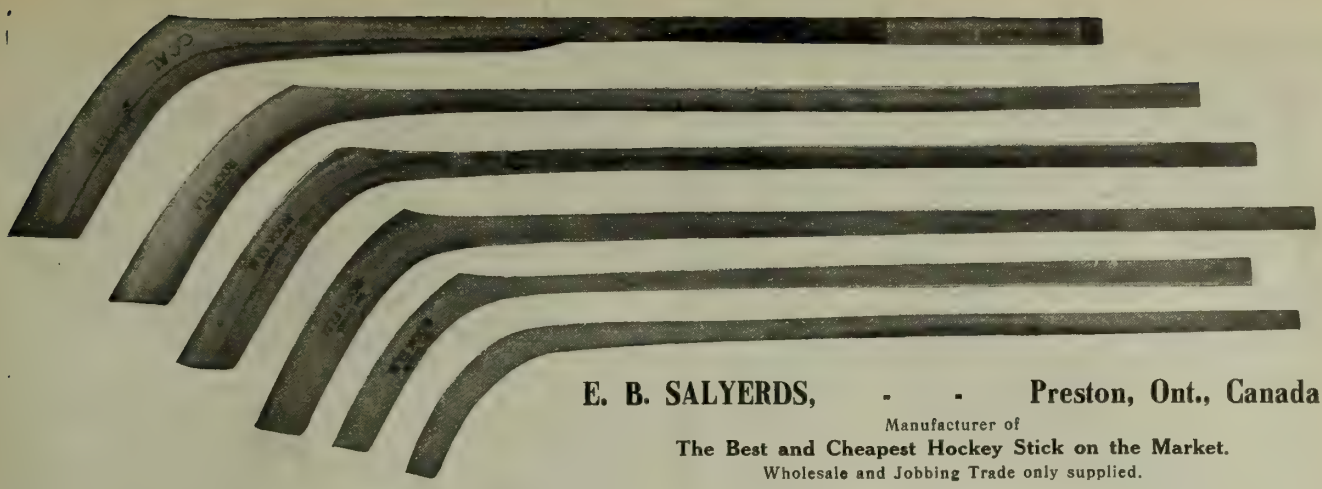
Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.



E. B. SALYERDS, - - Preston, Ont., Canada

Manufacturer of

The Best and Cheapest Hockey Stick on the Market.

Wholesale and Jobbing Trade only supplied.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	....	1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 p c.

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head .....per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 3 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 92

Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinued, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch..... " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch..... "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	....	3 00
Galvanized, plain twist	....	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	1 25	
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz	1 10	3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse .....per doz.		0 55	1 00
Axle "		0 22	0 33
Screw "		0 22	1 00
Awning "		0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10
Pure Manilla		0 13½
"British" Manilla		0 11
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ½ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 09
" double		0 10
Sisal bed cord, 48 feet.....per doz.		0 65
" " 60 feet..... "		0 80
" " 72 feet..... "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	....	0 08½
500 " standard	....	0 08½
550 " " manilla	....	0 09½
600 " " "	....	0 11½
650 " " "	....	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita .....per lb.		0 25	0 37
Hindostan "		0 06	0 10
" slip "		0 18	0 20
" Axe "		....	0 10
Deer Creek "		....	0 10
Deerlick "		....	0 25
" Axe "		....	0 15
Lily white "		....	0 42
Arkansas "		....	1 50
Water-of-Ayr "		....	0 10
Scythe .....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton	20 00		22 00
" under 40 lb., "	....	....	24 00
" 200 lb. and over "	....	....	28 00

This Catalogue Free
To Dealers and Contractors

Contractors and dealers who are interested in building operations this season should have on hand a copy of our handsome new catalogue.

It contains information of great value in regard to the selecting of the most suitable material for each particular job and the best plan for laying same.

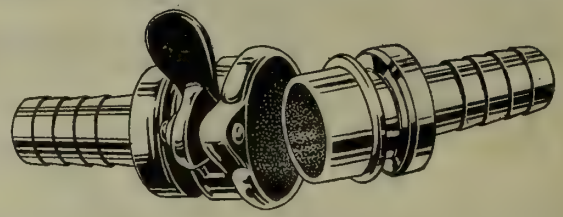
It tells fully just what you would like to know about the different roofing finishes, such as Asphalt, Rubber and Crystal, and gives interesting matter about Waterproof Felt, Rubber Valley Composition, Elastic Roof Paint, etc.

A post card request brings it, along with any other information you desire.

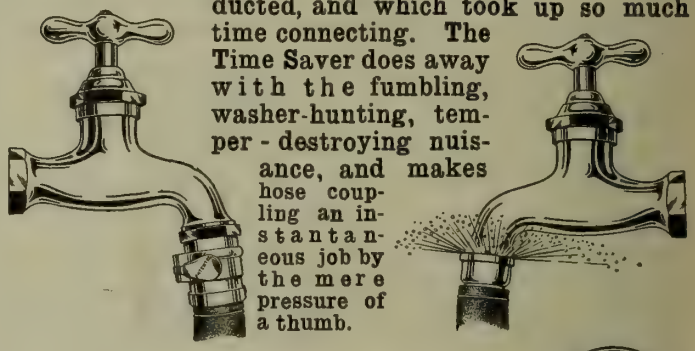
Brantford Roofing Co. Limited
Brantford, Canada

SELLING AGENTS :
Chas. A. Sullivan, P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada. Limited { 219-221 Bank Street, Ottawa; 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co., Sherbrooke, Que.
Fleck Bros., Limited, Vancouver, B.C.
Imperial Export Co., Toronto, Ont.

THIS IS THE
Time Saver Hose Coupler



Everywhere it is supplanting the old-fashioned coupler which squirted out as much water as it conducted, and which took up so much time connecting. The Time Saver does away with the fumbling, washer-hunting, temper-destroying nuisance, and makes hose coupling an instantaneous job by the mere pressure of a thumb.



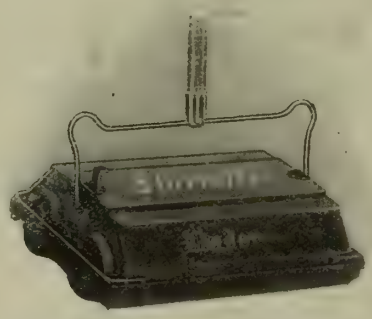
Write us to-day for full particulars and prices.

LOOK FOR THE TIME SAVER TRADE MARK ON ALL COUPLERS

The TIME SAVING COUPLER CO., Ltd.
166 BAY STREET, TORONTO

TRADE MARK

Picking the Winner!



Picking "winners" isn't altogether confined to the race track sports. In the race for the hardware business of your community it's up to you to select those articles which bring you the staying customer. They are the winners! The

Shirreff Carpet Sweeper
IS A SURE WINNER

Besides having every up-to-date improvement found on other sweepers, the Shirreff is the only sweeper which discharges dirt towards the centre. To empty a Shirreff your customer doesn't need a big clumsy sheet of paper—ordinary dustpan will do fine. Frictionless metal bearings prolong the Shirreff's life, Shirreff axles are enclosed in dirt-proof tubes. Shirreff sweepers are lighter and stronger than most others because all metal parts are made of steel—nickeled or enameled—instead of cast iron.

Three Grades

LEADER — PREMIER — PARLOR PRINCE
PRICE LIST ON REQUEST

Shirreff Mfg. Co., Limited
BROCKVILLE - - - ONTARIO
ORDERS SOLICITED THROUGH THE JOBBING TRADE

"Why do I handle the 'GALT KIND'?
Because it pays me—People know what the 'Galt Kind' is."

"Galt" Corrugated Steel Sheets

Flat or Curved.
Galvanized or Painted.
All Sizes and Gauges.
Cut to fit any roof without waste.
Made from the best Corrugating Iron procurable—the Redcliffe brand.

IMMEDIATE SHIPMENTS

Write to-day for our Dealers' Proposition and put us in touch with prospective builders in your vicinity. It will pay you.

THE GALT ART METAL CO.,
LIMITED
GALT, - - ONTARIO

Sales and Distributing Agents :

GEN. CONTRACTORS' SUPPLY CO., Halifax, N.S.
ESTEY & CO., St. John, N.B.
W. D. BEATH & SON, Toronto, Ont.
DUNN BROS., Winnipeg and Regina.

The Medium for Alert People

Do you wish to keep tab on what is going on round about you in the great world of literature, exploration, business, travel, industry, invention and commerce? You can do so by reading each month one publication only, and that is

The Busy Man's Magazine

Each issue is superbly illustrated and the June number now out, is particularly attractive. It is a review of reviews for busy men and women, with several bright Canadian specials.

The table of contents embraces:—

Political and Commercial Affairs.

There is Not Enough Money in the World.
Building a Busy Business City.
The British Trader in Canada.
The Passing of the Macphersons.

Entertaining Short Stories.

The Head of the House Economizes.
The Milliner: A Monologue.
Jim Cradlebaugh: Headliner.
The Enlistment of the Long Reach Men.

Business and Industry.

The Power Behind a Vast Enterprise.
West of To-day Building for West of To-morrow.
The Richest Coal Baron in the Dominion.
Some Methods of Distributing Profits.
The Fertility of the Great Hinterland.

Science and Invention.

What the Genius of One Man Has Accomplished.
The Righteousness of Doctors' Bills.

Travel and Description.

The Proper Way to Spend a Holiday.
Summer Tour of the Maritime Provinces.
How Indians Gather the Wild Rice Crop.
Automobiling in Canada Decidedly Popular.

Articles for the Workers.

Who Should Furnish the Guarantee?
Get This Kind of Trouble.
How Sir Thomas Shaughnessy Reached the Top.
The Young Napoleon of the West.
The First Public Ownership Candidate.

Other Features.

Will There be Another Canadian Cardinal?
Canadians Who are Doing Things, and How.
The Tyranny of Clothes.
What Men of Note are Saying.
The Busy Man's Bookshelf.
Contents of Current Magazines.
Improvements in Office Devices.

Ask for Busy Man's, "the Magazine with the red cover." On sale at all news-stands.

20 cents a copy. $2.00 per year.

The Busy Man's Magazine

10 Front Street East - Toronto, Ont.

Study the subject of roofs. Send for catalogues; ask questions; investigate. We give you this advice because we feel sure that after you have looked into the matter thoroughly you will decide upon Congo.

Congo can stand the *minutest examination*. In fact, we urge this method for our own good as well as the consumers', because it increases trade and makes for us life-long friends.

Congo deserve its leading position among ready roofings, because it has all the qualifications needed in a durable, waterproof roof.

If you have a leaky roof, you can appreciate how annoying and expensive it is. Congo avoids all this.

These are facts well worthy of consideration, and if you put up a new building, or if your old roof gives trouble, use Congo. Congo can be laid right over an old roof, and you can do it yourself. No special tools or skilled labor required.

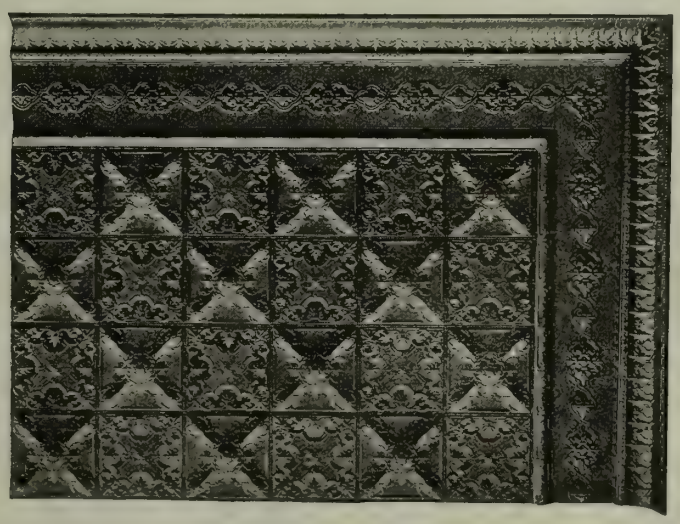
Send for Free Booklet and Samples and see for yourself.

UNITED ROOFING & MFG. CO., Philadelphia, Pa.

(SUCCESSORS TO BUCHANAN FOSTER CO.)

H. S. HOWLAND, SONS & CO., Toronto — STARKE-SEYBOLD Ltd., Montreal
MECHANICS SUPPLY CO., Quebec — S. HAYWARD CO., St. John, N.B.
GEO. E. SMITH CO., Halifax, N.S.

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit - both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

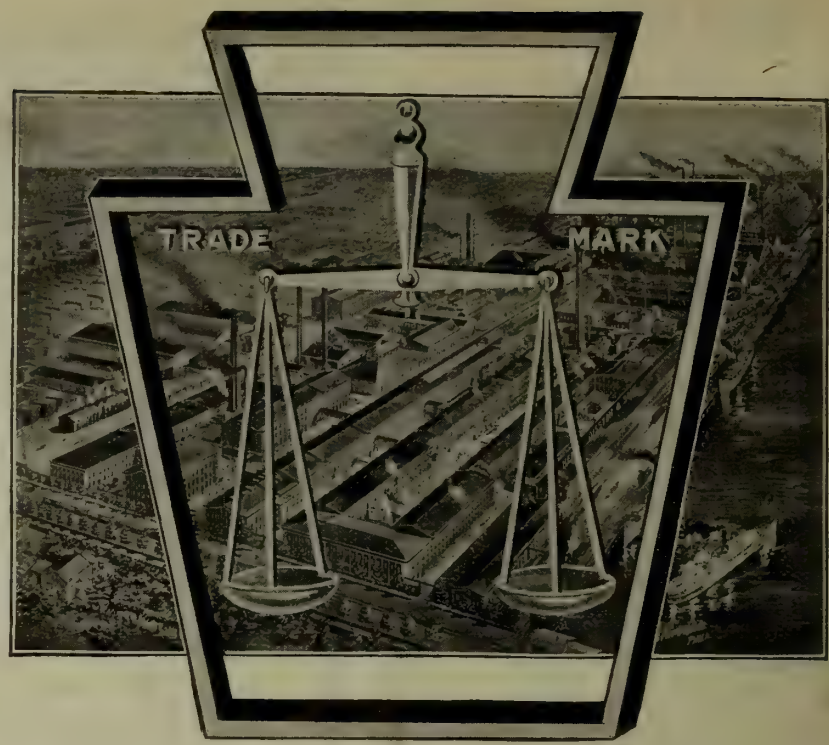
The Metal Shingle and Siding Co., Limited

PRESTON, ONT. — MONTREAL, QUE.

GENERAL SALES AGENTS:

EMERSON & FISHER, LTD., St. John, N.B. — J. A. BERNARD, Quebec.
CLARE & BROCKEST, Winnipeg. — ELLIS & GROGAN, Calgary.
W. N. O'NEILL AND CO., Vancouver.

DISSTON SAWS



In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—All backed by an experience of over **SIXTY - EIGHT YEARS** in saw making—A combination not equalled and which speaks for the utility of the saws.

HENRY DISSTON & SONS, Inc., Philadelphia, Pa.

Keystone Saw, Tool, Steel and File Works.

"NEVERSLIP ANCHOR WEDGE"

It matters not whether the handle is old and shrunken, or new and green, the "NEVER-SLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

Send for terms and prices.

NEVERSLIP ANCHOR WEDGE CO.
AUBURN, N.Y.

Canadian Representative, W. F. Canavan, 13 St. John St., Montreal, Canada.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

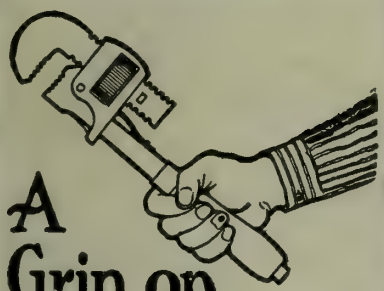
SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



A Grip on Your Good-Will

If you will read through one copy of Plumber and Steamfitter of Canada, you will decide that you could not afford to be without it, if the subscription price were $5.00 per year instead of 50c. per year, which is the rate to Hardware and Metal subscribers.

The fact that we hold practically all of our subscribers, shows the strong hold we have on their good will.

Our editors and correspondents are on the look out for every job that is worth describing and illustrating. We show our readers the best work that is being done by Plumbers and Steamfitters in the various provinces of the Dominion; tell them of the difficulties that have been encountered, and explain how they have been overcome.

Subscription price 50c. per year to subscribers of Hardware and Metal.

Is not this paper worth one cent per week to you?

Plumber and Steamfitter of Canada

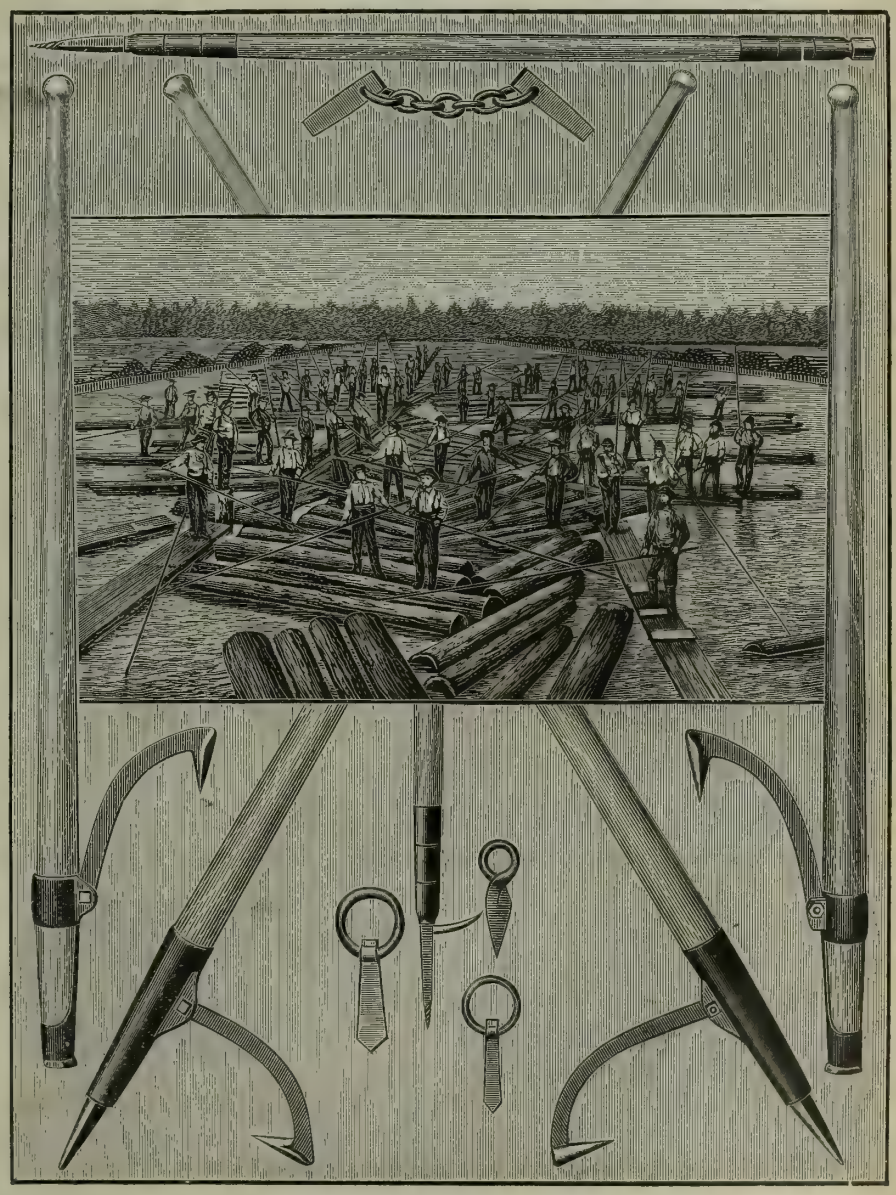
MONTREAL TORONTO WINNIPEG

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

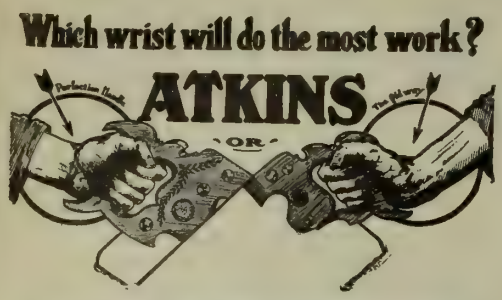
Best Logging Tools are The Soo Line



MANUFACTURED BY THE

Canadian Logging Tool Co., Limited

Sault Ste. Marie, - Ontario



Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.

Home Office and Factory: INDIANAPOLIS, IND

Mr. Hardware Dealer,

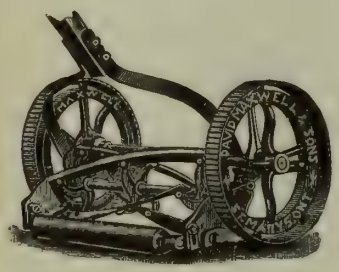
Are you prepared to defend your spring orders for roofing? If not, our **"SHIELD BRAND READY ROOFING"** will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 44 Ann St.

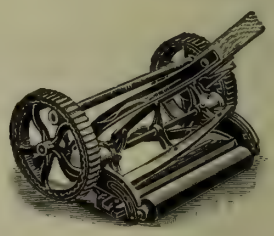
Lockerby & McComb
Montreal

Write for samples and prices to-day.

THIS IS IT



Heavy enough to stand up to the work. Light enough to make mowing easy and pleasant. The "Maxwell" cuts smoothly, evenly, closely. Blades made of special steel that holds its edge. Very attractive in finish. Write for prices to dealers.



DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

BOOM

BOOM

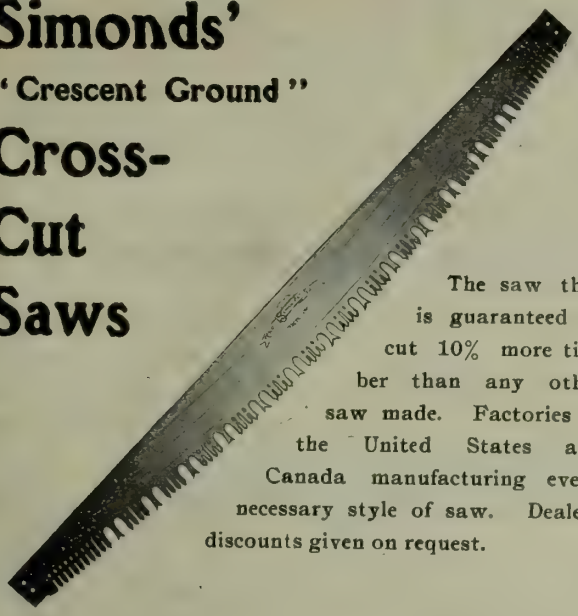
Everything is Booming and one of the **necessities** to a Boom is building Railroads, Canals, Bridges, Roads, Streets, Factories, etc., etc. **Well, we manufacture a line of goods,** that is a **necessity** to the Contractors that do this work. Therefore **Messrs. Hardware and Supply Men, be prepared** to meet your customers with the goods that will give them **the best satisfaction** by getting in a supply of **Our Wheelbarrows, Scrapers, Trucks, Forges, Blowers, Drills, etc.**

The LONDON FOUNDRY CO., Ltd., London, Canada

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Toronto, Ont. St. John, N.B.

Boss Landing Net

A Fisherman's Friend

The above illustration shows our landing net, open, and closed. Can be carried in pocket, or in fish-tackle box. Sold by all first-class hardware and sporting goods houses or direct on receipt of price, $1.00.

Manufactured by

BOSS NET CO.
147 Clinton St. Chicago, Ill.

CHICAGO EMERGENCY GOGGLE

No. 26

Sold by all first-class jobbers in Hardware, Jewelry and Optical Goods

Manufactured by

CHICAGO EYE SHIELD CO.
143-145 South Clinton Street, Chicago, Ill.

Canadian Agents: MILLER, MORSE HARDWARE CO., Winnipeg, Man.

H&R GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

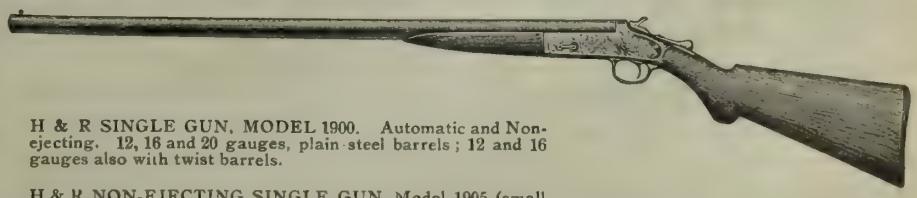
Our catalogue tells about our full line and gives valuable selling points.

WRITE FOR IT.

Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

HARRINGTON & RICHARDSON ARMS COMPANY

515 PARK AVE., WORCESTER, MASS., U.S.A.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S
COMET

On Galvanized Sheets stands for
— QUALITY —
Stocked by Leading Jobbers

ALEX. GIBB, - 13 St. John St., Montreal
Sole Canadian Agent

W. GILBERTSON & CO., LTD., Makers, Pontardawe, Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

A Photograph of a Bartlett

AWNING

after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO

Sales Plans

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

GETTING HOLIDAY BUSINESS,
SPECIAL SALES,
EXPOSITIONS,
SOUVENIRS,
PACKAGE SALES,
MONEY MAKING IDEAS,
CONTESTS,
SENSATIONAL ADVERTISING.

Do you want to know 333 WAYS OF GETTING TRADE?
We will send you "Sales Plans" postpaid on receipt of $2.50.
282 PAGES. BOUND IN CLOTH.

The MacLean Publishing Company, Limited
Technical Book Department, 10 FRONT ST. E., TORONTO

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. **Write for Price**

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

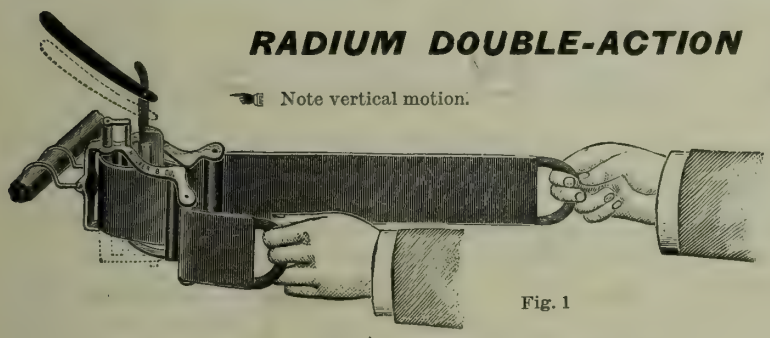


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

HAMMOCK INSURANCE

FOR HAMMOCK CHAINS

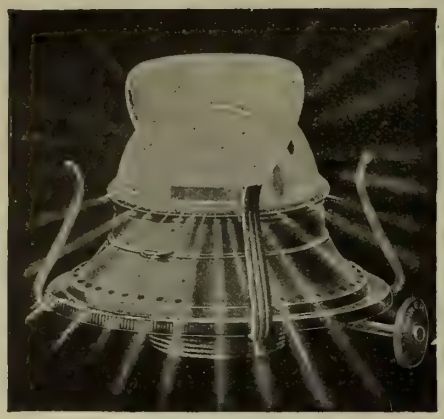
Hammock Chains are infinitely stronger than rope. Tested to bear the weight of five heavy men. Most easily adjusted. Will not slip. Made in three sizes: 3 ft., 6 ft. and 9 ft. respectively. Attractively packed, one set to a box. A convenient shelf package. Will appeal to every householder. Be sure you have these chains in stock before the season opens.

ASK YOUR JOBBER

Hammock Chains

make the USE OF ROPE on Hammocks

Criminal Negligence



Glass Cone Lamp Burners

Give ⅓ more light, and consume ⅓ less oil. Full benefit of flame down to the very wick top. Will last five times as long as a common burner.

Can be kept clean and as good as new always.

Can be used on any ordinary lamp. Write for catalogue No. 10, showing complete line of Lanterns and Burners.

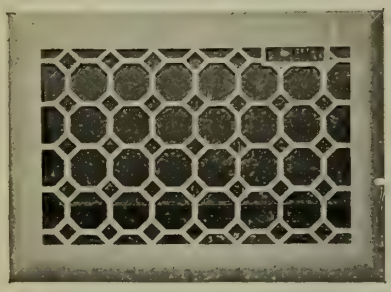
Orders solicited through the wholesale trade.

ONTARIO LANTERN & LAMP CO., Limited,
HAMILTON - ONT.

GLASS CONE SAVES MONEY

IT PLEASES YOUR CUSTOMERS EVERY TIME

The Practical Money-Saving Novelty

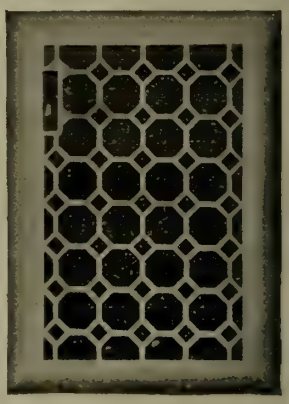


The Reversible Wafer

The same Register sets

BOTH WAYS

Can be changed from horizontal (across) to vertical (upright) in 30 seconds—made in Moorish, with cast face, or PLAIN LATTICE, all wrought steel.



FERROSTEEL COMPANY, - Cleveland, O.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Class and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

A Remarkable Year

We have been in business for over a year. Our record has been one of continual growth. From 140 new claims in May 1907 we have reached to 425 in the month of April last.

Have collected $10,959.99 for our clients during the past twelve months.

We can help you as we have helped those who have supported us during our first year in business.

THE BEARDWOOD AGENCY

313 New York Life Building

MONTREAL

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

CANADIAN ORNAMENTAL IRON CO.

SPECIALTY - - - IRON FENCES.

35 YONGE ST. ARCADE.

TORONTO.

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
American Shearer Co..... 11
Atkins, E. C., & Co..... 72
Atlas Mfg. Co..... 11
Aylmer Pump & Scale Co 18
Auto-Strop Safety Razor Co 28

B

Baglan Bay Tin Plate Co 77
Bauwell Hoxie Wire Fence Co 16
Barrett, W. G..... 10
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 74
Barton Netting Co 20
Beardwood Agency 77
Bell Telephone Co 13
Belleville Hardware Co..... 18
Boker, H. & Co. outside front cover, 75
Bowser, S. F., & Co., Limited..... 62
Brandram-Henderson, Limited 58
Brantford Screw Co..... 80
Brantford Roofing Co. 68
British American Assurance Co..... 13
Buffalo Mfg. Co..... 62

C

Canada Cycle & Motor Co 24
Canada Foundry Co 12
Canada Horse Nail Co..... 14
Canada Paint Co..... 60
Canada Wire Goods Mfg. Co..... 12
Canadian Bronze Powder Works..... 61
Canadian Fairbanks Co 9
Canadian Hart Wheels Co..... 17
Canadian Heating & Ventilating Co... 27
Canadian Ornamental Iron Co 77
Caverhill, Learmont & Co 7
Canadian Logging Tool Co 71
Carter-Crume Co..... 11
Cavers Bros 17
Chicago Eye Shield Co 70
Chicago Spring Butt Co..... 1
Clauss Shear Co..... 65
Collins Mfg. Co..... 11
Congo Roofing..... 69
Consumers' Cordage Co..... 21
Covert Mfg. Co..... 17
Crescent Wire & Iron Works 11

D

Dana Mfg Co 78
Davey & Co..... 11
Davidson, Thos., Mfg. Co..... 15
Dieckmann, Ferdinand..... 51
Directory of Manufacturers..... 11
Disston, Henry, & Son..... 70
Dominion Cartridge Co..... 30
Dominion Wire Mfg. Co..... 19
Dominion Hammock Co..... 19
Dorken Bros.....outside front cover
Dowswell Mfg. Co 1
Drummond-McCall. 7

E

Erie Specialty Co.....inside back cover

F

Fabien, C. P..... 62
Ferrosteel Co 78
Ford Auger Bit Co..... 12
Forsyth Mfg. Co 19
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co..... 68
Gibb, Alexander..... 71
Gilbertson, W., & Co..... 74
Greening, B., Wire Co..... 23
Grove Chemical Co 13
Gutta Percha & Rubber Mfg. Co .....
outside back cover
Gurney Foundry Co..... 25

H

Hamilton Bridge Co..... 20
Hanover Portland Cement Co 11
Harrington & Richardson..... 73
Harris, J. W., Co..... 16
Hassall, John..... 16
Heard, W. A 16
Heinisch, R., Sons Co..... 57
Hobbs Mfg, Co..... 8
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 12
Hyde, F. & Co 74

I

Imperial Varnish and Color Co..... 57
Independent Cordage Co..... 22
International Varnish Co..... 63

J

James & Reid 11
Jardine, A. B., & Co..... 77
Jenkins & Hardy..... 17
Johnson's, Iver, Arms and Cycle Works 55

K

Kemp Mfg. Co..... 30
Kerr Engine Co..... inside back cover

L

Leslie, A. C., & Co..... 55
Lewis Bros., Limited 3
Lewis, Rice, & Son.....
inside front cover
Lockerby & McComb..... 72
London Foundry Co..... 72
London Rolling Mill Co 17
Lufkin Rule Co.....inside back cover
Lysaght, John .....outside front cover

Mc

McArthur, Alex., & Co 64
McCaskill, Dougall & Co..... 61
McClary Mfg Co 26
McDougall, R., Co..... 63
McGlashan-Clarke Co., Ltd 20
McKinnon Dash & Metal Works 24

M

Mace, A H..... 12
Manitoba Iron Works Co..... 51
Manufacturers List Co..... 11
Maple City Mfg. Co..... 14
Maxwell, David & Sons 72
Martin-Senour Co..... 59
Meaford Wheelbarrow Co..... 15
Metallic Roofing Co 53
Metal Shingle and Siding Co..... 69
Metropolitan Bank 13
Montreal Rolling Mills Co 55
Moore, Benjamin, & Co. 59
Morris & Bailey Steel Co 15
Morrison, James, Brass Mfg. Co 29

N

National Cash Register Co..... 8
National Hardware Co..... 22
Nelson, H. W., & Co 23
Neverslip Anchor Wedge Co..... 70
Newman, W., & Sons..... 11
Nicholson File Co..... 79
North Bros. Mfg. Co..... 2
Nova Scotia Steel and Coal Co. 77

O

Oakey, John, & Sons..... 77
Ontario Lantern & Lamp Co 76
Ontario Tack Co..... 55
Ontario Wind Engine and Pump Co .. 11
Orford Copper Co 77
Oshawa Steam & Gas Fittings Co..... 12
Otterville Mfg. Co..... 74
Owen Sound Wire Fence Co..... 14

P

Palmer, I. E, Co 21
Parker Wire Goods Co 11
Parmenter & Bullock Co..... 11
Paterson Mfg. Co..... 66
Penberthy Injector Co 31
Pearson, Geo. D. & Co..... 21
Pease Foundry Co..... 51
Pelton, Godfrey S 61
Peterborough Lock Co..... 29
Pink, Thos 2
Plymouth Cordage Co..... 22
Pringle, R. E. T..... 10

R

Ramsay, A., & Son Co..... 61
Rapid Tool Co..... 14
Richardson, J. E 77
Robertson, James Co..... 75
Roper, J. H 27
Ross Bros 51
Ross Rifle Co..... 80

S

Salyerds, E. B..... 67
Samuel, M. & L., Benjamin, & Co..... 2
Seymour, Henry T., Shear Co..... 74
Sharratt & Newth 57
Sherwin-Williams Co..... 53
Shirreff Mfg. Co..... 68
Simonds Mfg. Co 71
Simonds Canada Saw Co 73
Smart, Jas, Mfg. Co..... 27
Stairs, Son & Morrow..... 79
Standard Chain Co..... 23
Standard Paint and Varnish Works... 61
Steel Trough & Machine Co..... 11
Still, J. H., Mfg..... 16

T

Taylor-Forbes Co. .. outside front cover 13
Thompson, B. & S. H., Co.....
outside back cover
Time Saving Coupler Co..... 68
Toronto Plate Glass Importing Co. 10

U

United States Steel Products Co 29

W

Want Ads..... 49
Western Assurance Co 13
Western Wire & Nail Co..... 61
White Mop Wringer Co. inside back cover
Whitman & Barnes 18
Wilkinson, Heywood & Clark..... 62
Woodstock Wagon & Mfg Co..... 13
Wood-Vallance & Co..... 4
Wright, E. T., & Co..... 17

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co, Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd, Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Acme Can Works, Montreal.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co, Toronto.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton. Montreal.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd, Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co, Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Glue.
The Grove Chemical Co. Ltd Bridge, Wigan, Lancs, Eng.
Quibell Bros., Ltd., Newark-on-Trent England

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd , Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette Street, New York.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.
Canadian Ornamental Iron Co., Toronto

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd , Montreal
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
Sanderson-Harold Co., Paris, Ont.

Registers
Ferrosteel Co., Cleveland, Ohio.
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Hassall, Jno., 183 Lafayette Street New York.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co , Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

Saws.
Atkins, E. C., & Co., Indiananolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St. John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London. Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co. Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Bowes, Jamieson Co., Hamilton, Ont.
Davidson, Thos., Mfg. Co., Montreal
Clare Bros., Preston, Ont
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.
Meaford Wheelbarrow Co., Meaford, Ont

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co , Montreal.
Stairs, Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson & Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

BRANTFORD SCREW CO.

LIMITED

BRANTFORD

MAKERS OF BOLTS AND SCREWS OF SUPERIOR QUALITY

LET US QUOTE YOU

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

WHITE PERFECTION PATENT MOP WRINGER IS THE STANDARD

Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

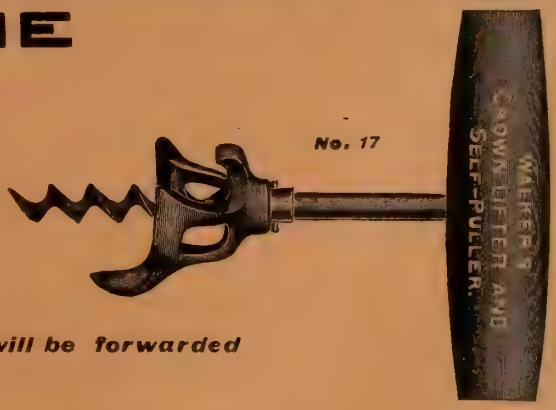
Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"It holds, where others fail"

WE WANT YOU TO TRY

Sheet and Spiral Packing

Long Fibre Asbestos and Rubber Perfectly Combined

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver.

IN STORE AND ARRIVING BY FIRST STEAMERS:

"F. B. & W." Dry White Lead
" Genuine Red Lead
" Orange Mineral
" Ground Litharge
" Flake Litharge
Reduced Red Lead
"V.M." Zinc Oxides
Nitrate of Lead

We can quote you lowest prices, and shall be pleased to have your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville.

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal

Montreal Toronto Winnipeg

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, JUNE 13, 1908 NO. 24.

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

Wish to Please Your Customer?

Then give him

"QUEEN'S HEAD"

When he asks for

"The Best Galvanized Iron"

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

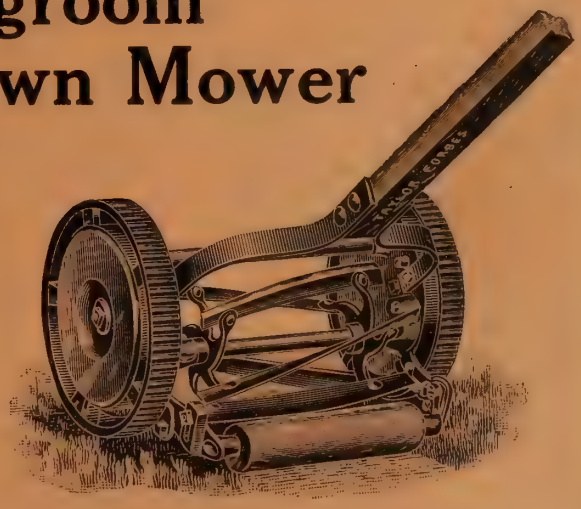
A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Many a June Bridegroom is about to Buy a Lawn Mower

The way to satisfy his desire in this line, and secure for yourself his permanent trade is to sell him a

Taylor-Forbes Lawn Mower

They are the finest in material and workmanship, made in many styles at appropriate prices.



Have you got our Catalogue?

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, - GUELPH, ONT.

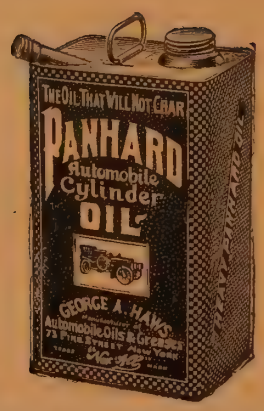
MONTREAL BRANCH, 122 Craig St. West. ST. JOHN, N.B., H. G. Rogers, Agent.

VICTORIA B.C., J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

PANHARD OIL

The Oil in the Checkerboard Can



PANHARD CYLINDER OIL

ANTI-FLUID GREASE

CUP GREASE

GEAR CASE COMPOUND

Panhard Automobile Cylinder Oil, made in four grades to suit various types of Autos. Panhard Oil eliminates carbonization, sooty plugs and cylinders and at the same time gives 100% lubrication.

GRAPHITE LUBRICANT

CANADIAN AGENTS

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

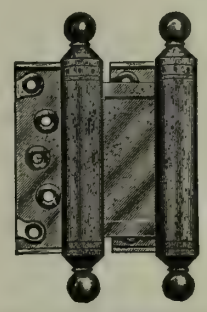
AGENTS: W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
J. R. BAXTER & CO., 102 St. Antoine St., Montreal.

CHICAGO SPRING BUTTS

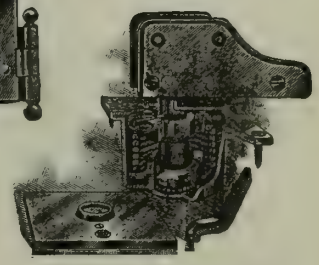
TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

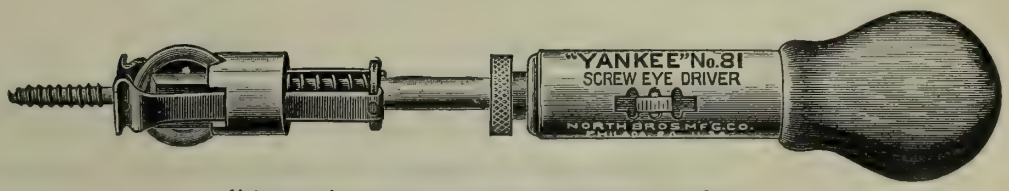
CATALOGUES ON REQUEST

"YANKEE TOOLS"

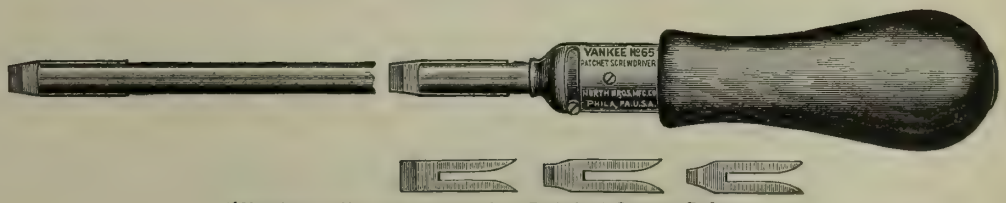
SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE

"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

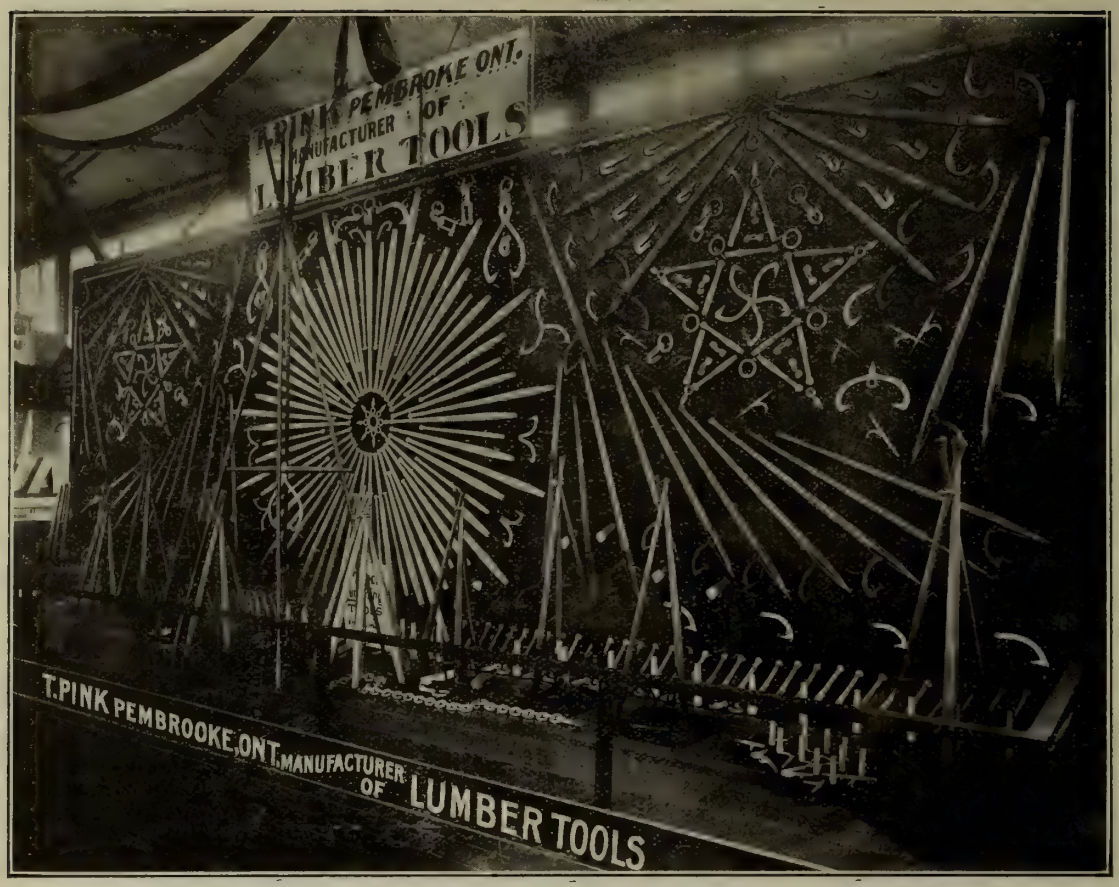


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Iron and Steel Hoops

Prices Right

M. & L. Samuel, Benjamin & Co.

Toronto, Ontario **London, England**

No. 2

No 1

No. 3

Illustrations of three Dana Freezer advertisements running in the leading magazines.

Thousands of women will read them—will ask you for the Dana Peerless.

Can't you hear the woman say to her husband, at the new Plaza Hotel in New York for instance :—

"I wish we could make Ice Cream like this at home." And the husband who always knows it all replies :—

"The French Cooks in these big hotels use a different kind of freezer." And appreciate the humor of it when you find out that the Ice Cream served in the new Plaza Hotel is made in a Dana Power Freezer, exactly in the same freezer that we sell for the home, only bigger. That is the very point brought out in our advertising this year: Use the freezer the $10,000 French Cooks use.

Don't miss sales

The *best* freezer has to do *three* things *better* than *any* other

Make the *best* quality cream. Freeze *fastest.* Be *easiest* to turn.

The Dana Peerless does *all* three.

Dana advertising is telling the women *why.*

No. 1 explains how the Dana is built along the lines of the old French Pot, the freezer that *never* fails, always gives the *smoothest* cream.

No. 2 shows that the Dana can is the *smallest* in diameter and the *tallest*—has the *greatest* surface next to the ice. Therefore, freezes *fastest,* just as a vessel of water with the greatest surface next to the fire *boils* first.

No. 3 contrasts the *ordinary* dasher with the *Dana* dasher. The ordinary kind is *pushed* through the cream—*harder* and *harder* work as the cream freezes. The Dana is *stationary*—the *can* revolves—*no* resistance, except the thin film freezing on surface of can.

We also stock "Dana Frezo" all sizes One to Twelve Quarts, the best value low priced Freezer in the World.

LEWIS BROS., Limited

Address All Correspondence to **MONTREAL**

OTTAWA **TORONTO** **CALGARY** **VANCOUVER**

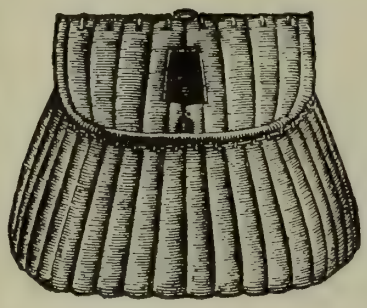
HAMMOCKS

We have a full range of **Palmer's** hammocks in all the latest colorings, and can ship goods on receipt of order.

Hammock Chains

made of Galvanized Steel Wire, strong enough to stand the heaviest strain, made in 3 foot or 6 foot lengths, will outwear hammock ropes many times.

Fishing Tackle



Hooks, lines, reels, baits, artificial minnows, floats, baskets, fly hooks, trout flies, bass flies, gaff hooks, landing nets, steel rods, jointed rods, straight bamboo poles. If you have not got one of our No. 8 sporting goods catalogues, send for one at once.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

Ice Cream Freezers, Etc.

Frezo Freezers

Size 1 to 6 Quarts.

Makes ice cream in four minutes. Full size tubs and cans. Tubs are made of best quality lumber and cans of the strongest and best coated tinplate. Dasher is of an improved type, double scrapers fastened in the same manner as in the Peerless Iceland. Gear frame heavy and strong. Turned by gears fastened on can top. The best constructed freezer of this type.

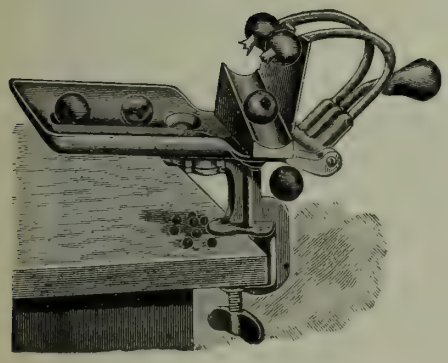
Peerless Iceland Freezers.

Size 2 to 20 Quarts.

Has the fewest parts and only one motion—all that is necessary for the freezing of smooth, delicious cream in **three minutes**. The can revolves around stationary dasher. The quick freezing is accounted for by the peculiar construction of the dasher and the way it handles the cream which is set in motion by revolving can.

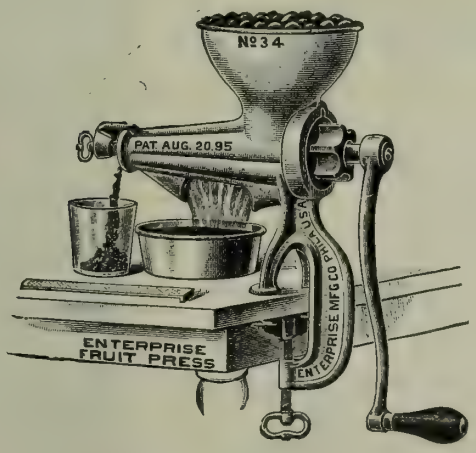
Ice Chipper

"Peerless," made of a solid piece of Steel, Coated.



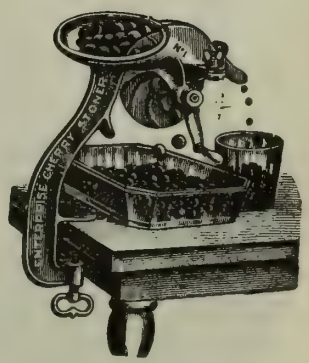
Cherry Stoner

The fruit is left plump and round. Two cherries to each stroke. No spring to rust or break. Nothing to get out of order.



Fruit Presser

This machine is superior to all others on the market for making **Wine, Jellies and Fruit Butters from Berries of all kinds, Grapes, Currants, Tomatoes, Quinces, Pineapples, etc.** Its principle is simple, is easily operated, it extracts the juice and ejects the skins and seeds in one operation.



Cherry Stoner

No. 17 is constructed with a new patent regulating device, the simplicity of which makes it easy to adjust for the different sizes of cherries, and absolutely ensures the jaws retaining their position when set.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

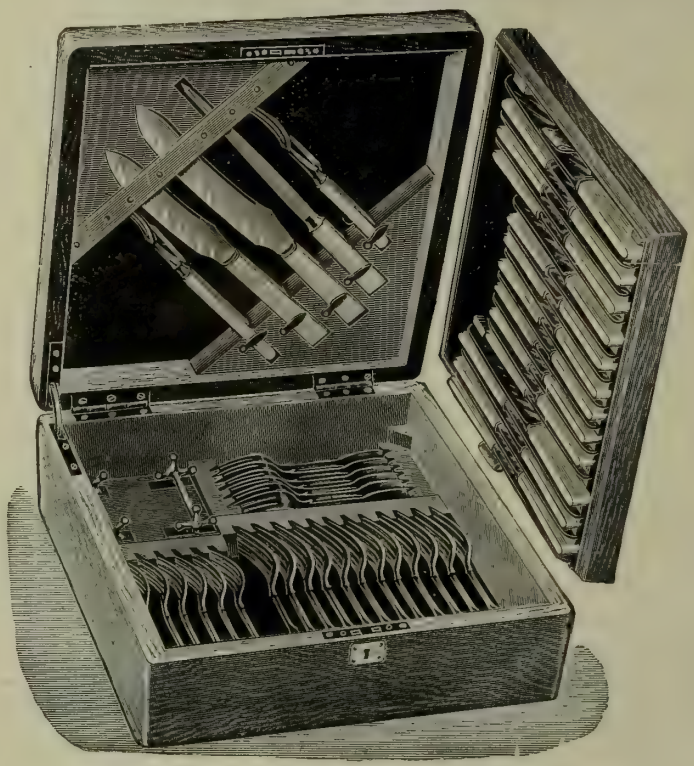
We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices are Right

JUNE WEDDING PRESENTS

When you receive an inquiry for these goods, which we know you will this month, write us, we will be glad to quote you prices and furnish illustrations.



No. 200—Quartered Oak Case, Felt Lined.

Dessert Knives and Forks.

No. 300—Quartered Oak Case Felt Lined.

Fruit Knives and Forks.

For other Cutlery see our general Catalogue.

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

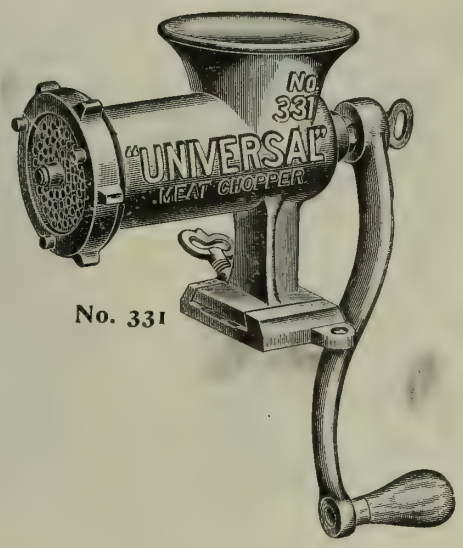
"Universal" Meat Chopper

Difficult to clean a Meat Chopper when screwed to the bench ?

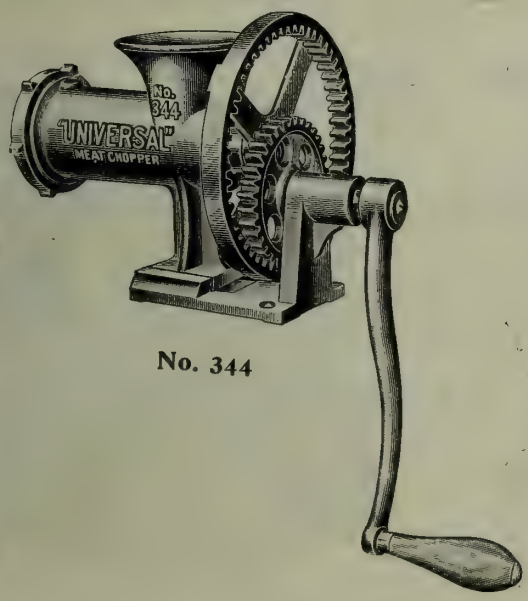
The modern butcher likes one he can take off the bench to clean, or to put into the refrigerator over night so as to be sweet and clean in the morning.

The "Universal" is what he is looking for—detached from the bench in ¼ of a minute—just turn a thumbscrew.

More room under delivery end also—something that butchers and marketmen have always wanted.



No. 331



No. 344

And the geared "Universal"—also detachable—have you tried it to see how easy it runs ?

It is made for up-to-date markets.

The "Universal" costs no more than other makes that lack these improved features.

Buy the "Universal" and make a profit out of Meat Choppers.

The "UNIVERSAL" Line

INCLUDES

Food Chopper **Cake Maker**
Meat Chopper **Coffee Percolator**
Bread Maker **Lard Press**
Coffee Mill

Caverhill Learmont & Co

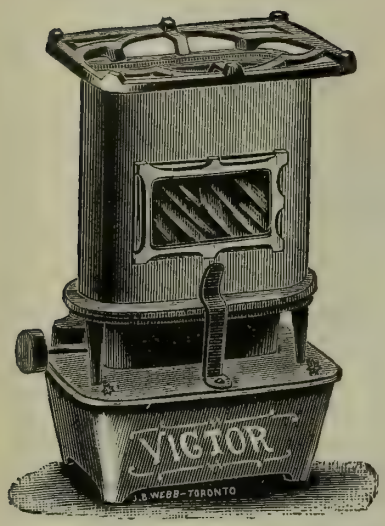
Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

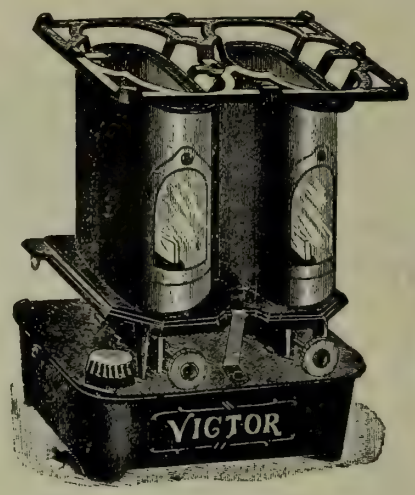
Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street, QUEBEC. FRASERVILLE.

KEMP'S OIL STOVES

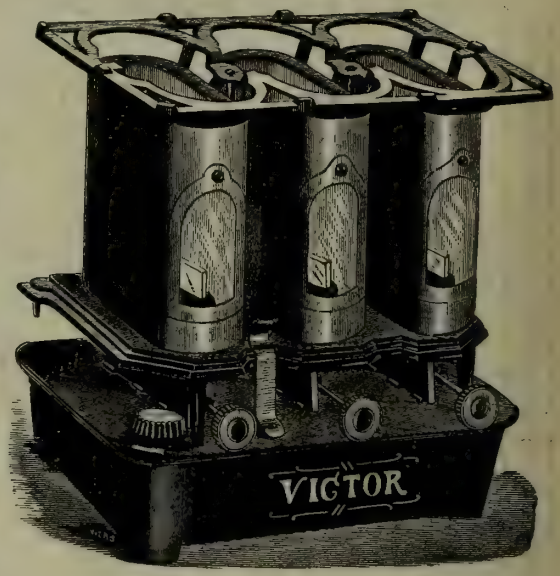
EXTENSION TOPS AND OIL STOVE OVENS



No. 14 VICTOR OIL STOVE
Price per dozen, $10.80.
One Burner 4½ inches wide.
Height, 9¾ in. Weight, 3 lbs., 14 oz.
Packed 12 in a crate, weight 65 lbs.

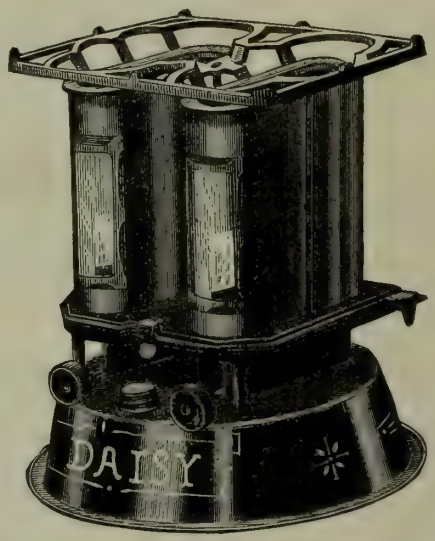


No. 25 VICTOR OIL STOVE
Price per dozen, $21.60.
Two Burners, each 4½ inches wide.
Height, 10⅛ in. Weight, 8 lbs., 15 oz.
Packed 6 in a crate, weight 65 lbs.

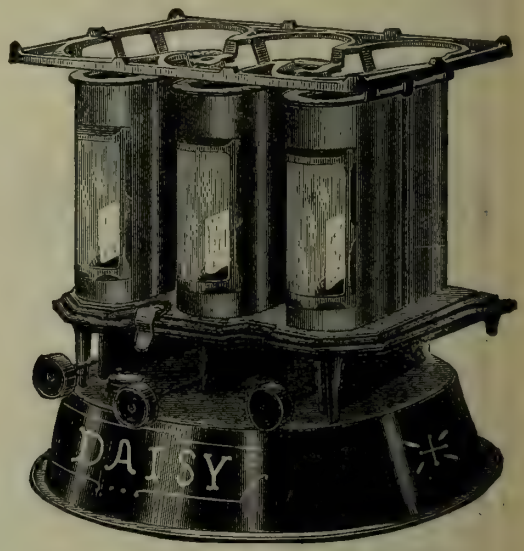


No. 33 VICTOR OIL STOVE
Price per dozen, $32.40.
Three Burners, each 4½ inches wide.
Height, 10⅜ in. Weight, 13 lbs.
Packed 3 in a crate, weight 50 lbs.

No. 014 DAISY OIL STOVE
Price per dozen $9.00.
One Burner, 4½ inches wide.
Height, 8¾ inches. Weight, 2 lbs., 7 oz.
Packed 12 in a crate, weight 45 lbs.



No. 025 DAISY OIL STOVE
Price per dozen $18.00.
Two Burners, each 4½ inches wide.
Height, 9¾ in. Weight, 3 lbs., 14 oz.
Packed 12 in a crate, weight 80 lbs.



No. 033 DAISY OIL STOVE
Price per dozen $27.00.
Three Burners, each 4½ inches wide.
Height, 10 inches. Weight, 7 lbs., 1 oz.
Packed 6 in a crate, weight 60 lbs.

KEMP'S OIL STOVE FURNISHINGS

No. 25 Kemp's Extension Tops
Price per dozen, $8.88.
No. 25 Kemp's Stove Ovens
Size 12¾ x 12¾ x 11¾ inches.
Fitting No. 25 Victor and No. 025 Daisy.

No. 33 Kemp's Extension Tops
Price per dozen $17.76.
No. 33 Kemp's Stove Ovens
Size 16¾ x 12⅞ x 11¾ inches.
Fitting No. 33 Victor and No. 033 Daisy.

WRITE FOR DISCOUNT.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Anybody

can make Small Tools, but reliable dealers don't sell the kind "anybody" makes.

You have experienced satisfaction in buying merchandise at stores with a reputation for quality. Why?

The store that carries

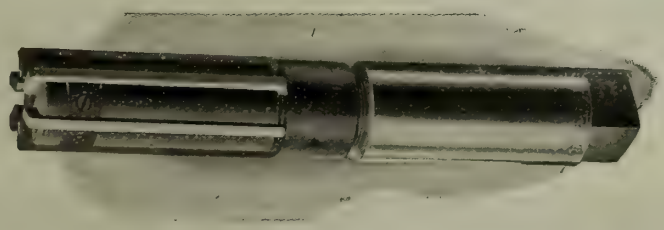
PRATT AND WHITNEY SMALL TOOLS

has a reputation for quality.

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

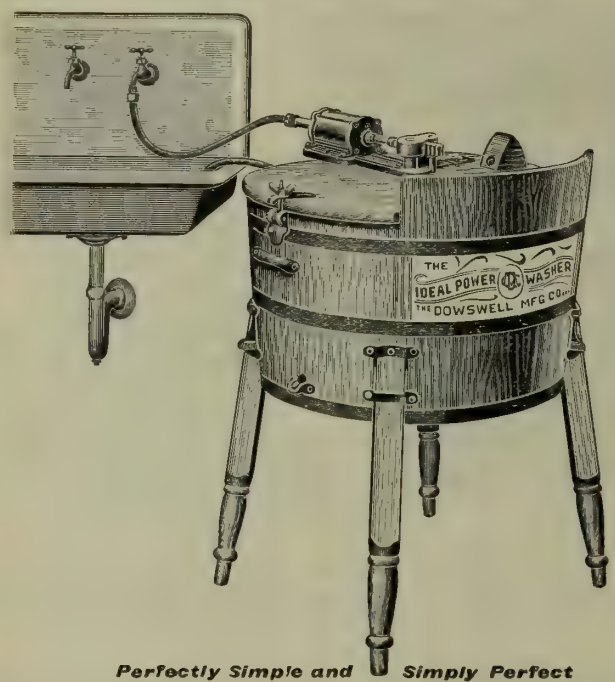
TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER



A Pair of Modern Labor Savers

Their Equal Not Made Yet.

The machine that runs itself ***and*** ***The next thing to it***

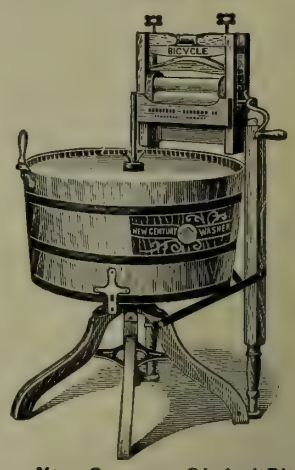


Perfectly Simple and Simply Perfect

The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

DEALERS

This line is a powerful asset and one you cannot well afford to overlook.



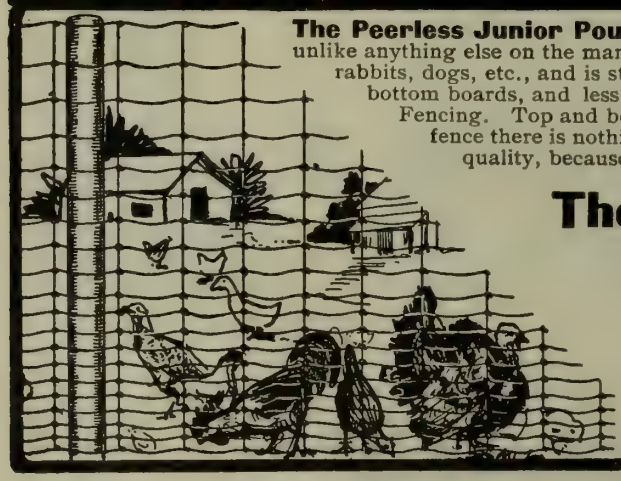
New Century Style "B"

The DOWSWELL MFG. CO. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que. Eastern Agents.

PEERLESS JUNIOR POULTRY FENCE



The Peerless Junior Poultry and Garden Fence is in a class by itself, being unlike anything else on the market. It is woven close enough to turn small chickens, rabbits, dogs, etc., and is strong enough to turn large animals. It requires no top or bottom boards, and less than half the posts required by the ordinary Poultry Fencing. Top and bottom wires are No. 9 hard steel. As a general-purpose fence there is nothing obtainable that will fill the bill so well, and its lasting quality, because of its extra strength, makes it

The Most Durable Poultry Fence You Can Buy

Peerless Junior Fence has double the strength that would ever be required of it. It has a breaking strain of at least 8000 lbs. Don't you think it is just the fence you want? For prices and further particulars, drop us a card.

THE BANWELL-HOXIE WIRE FENCE CO., (Ltd.)

Dept. J , Hamilton, Ont. **Winnipeg, Manitoba**

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

A GOOD BUYER Knows a lot, HE'S GOT TO. but there are a thousand articles MADE IN CANADA that he doesn't know of, but can learn about, from the Canadian Industrial Blue Book, Buyer's Guide.

Big discount on present book to the trade.

THE MANUFACTURERS' LIST CO., TORONTO, CANADA

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger. Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

FIRE ESCAPES.

James & Reid Improved Folding Fire Escape and Roof Ladder.

Reasonable in price and of simple construction. Made of 3 8 round, high-grade steel. Sections and hooks 12 inches long.

Write for further particulars.

JAMES & REID, Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

PULLEY BLOCKS AND CARGO GINS.

IMPROVED CARGO GINS,
LEAD AND HEEL BLOCKS,
with Self-Oiler Sheaves, Steel Centres

DAVEY & CO.

88 West India Dock Road, London, Eng.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and 6opper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin.

Manufactured by
THE COLLINS MFG. CO., - TORONTO

TANKS.

Steel Tanks
All Kinds
Stock Tanks
Steel Cheese Vats, Thresher's Tanks, Water Troughs, Feed Cookers,

Grain Boxes, Coal Chutes, Smokestacks.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

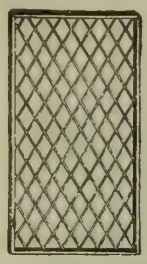
Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

GLUES, GELATINES AND SIZE

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY AND VALUE

cannot be excelled

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

The Glasgow Chair

Strong and handsome in design, strongly recommended for Exhibitions, Public Parks, Promenades, Band Stands, Verandahs and Lawns. Splendid "rush" chairs for Churches, Public Halls and Hotels. Used throughout the Glasgow Exhibition 1901.

High Carbon Steel frames, Georgia Pine wood work, finished in Green, will fold 40 in. x 6 in., weight 13 lbs.

R. DILLON
Hardware Specialties
SOUTH OSHAWA, - CANADA

Tight Joints

are the invariable result of using

"DIAMOND" Brand FITTINGS

That's because they are perfect in materials, threading and finish. Are you selling them?

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

ELECTRIC FAN MOTORS

FOR

Direct or Alternating Circuits

are a good side line for hot weather.

Write for Catalogue and trade prices.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

The Finest Family Polish on the Market

Black Jack

At Your Jobbers'

WE MANUFACTURE

SOLDER AND BABBITT

LEAD PIPE, TRAPS AND BENDS

Also Headquarters For

INGOT

METALS

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER AND ALUMINUM.

THE CANADA METAL CO., LIMITED

TORONTO

Your Orders For Refrigerators—Send Them To Us

Galvanized Refrigerators—Japanned

Made of Heavy Galvanized Sheet Iron, with Double Walls. Roomy. Easy Working. Packed One in Box.

"Iceberg" Refrigerators

Made of hardwood.
Has brass locks and hinges.
All working parts subjected to critical tests before leaving factory.
Insulated with cerite paper.
Has cleanable flues and large provision chamber.

MADE IN THREE SIZES.

MADE IN THREE SIZES

"Model" Refrigerators

A moderate priced but sure-serving refrigerator.
Linings made of metal and removable for cleaning.
Has swing base for easy drawing out of drip pan.
Extremely handsome in appearance.

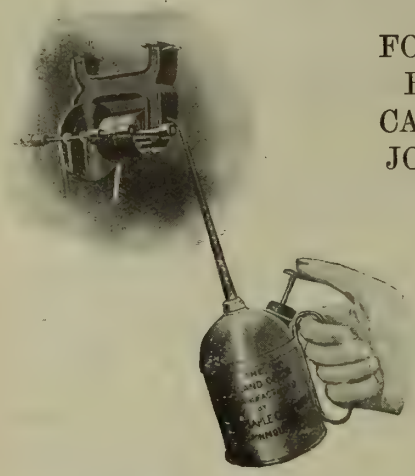
MADE IN FOUR STYLES.

REFRIGERATOR PANS—Galvanized. Diameter 15 inches. Quarts 12.

McCLARY'S

London Toronto Montreal Winnipeg Vancouver St. John, N.B. Hamilton Calgary

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

Here Is a Fence

which will appeal to the progressive farmer. The

"DILLON"

Hinge-Stay Field Fence

is the only fence on the market which successfully resists the battering of lunging cattle.

SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

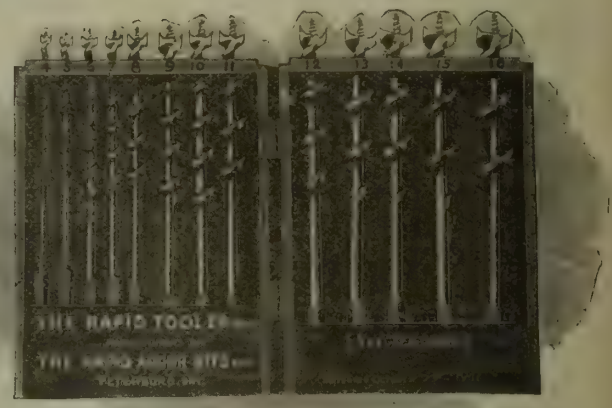
Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

The cleanest and fastest cutting, as well as the strongest and most economical auger bits on the market are

Rapid Auger Bits

with the patent

GUIDE POINT



Write To-day for Price List.

The Rapid Tool Co., Limited

Peterborough - Ont.

A Wonderful Culinary Invention

SCOTT'S PATENT ROASTING PAN

Revolutionizes the Question of Cooking

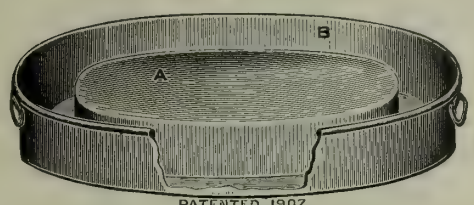
The invention is simplicity itself—and wherever used, either in palatial club or the humblest household, the results are the same—a point of interest to every housewife, is the saving of meat in the process of roasting, as here shown, which alone warrants its adoption in every kitchen, viz.:

Beef Cooked by Old Method

Weight of Beef - - - - -	6 lb. 10 oz.
Weight after Cooking - -	5 lb. 10 oz.
Loss - - - - - - - - - -	1 lb. 0 oz.

Beef Cooked in Scott's Patent Pan

Weight of Beef - - - - -	7 lb. 2 oz.
Weight after Roasting - -	6 lb. 13 oz.
Loss - - - - - - - - -	0 lb. 5 oz.



The Main Features of the Pan are as Follows:

1. Absolutely no burning.
2. No smell during cooking.
3. No waste.
4. No watching.
5. No basting.
6. No dirty burned fat to clean from pan.
7. 25 per cent. less gas or coal used.
8. It is pressed from one piece of metal and has no cover.
9. The fat is separated from the juices of the meat and clarified in the water space.

Roast of Pork (old way)

Weight before Roasting - -	4 lb. 8 oz.
After Roasting - - - - -	3 lb. 4 oz.
Loss - - - - - - - - -	1 lb. 4 oz.

Roast of Pork (Scott's Patent Pan)

Weight before Roasting - -	4 lb. 8 oz.
After Roasting - - - - -	4 lb. 6 oz.
Loss - - - - - - - - -	0 lb. 2 oz.

The result here given is sufficient evidence that there is as much difference in the old roasting pan and Scott's Patent Roasting Pan, as in a comparison of the old horse car vs. trolley car.

The Highest Endorsation

MR. PERCY SCOTT:

I duly received the sample of your Patent Roasting Pan, also a letter from the Davidson Mfg. Co., asking my opinion of the article.

On Saturday last I tested your pan with an 18 pound Ribs of Beef, and I must admit that your Roasting Pan is simply all you claim for it, and more.

Allow me, Mr. Scott, to congratulate you most highly on your invention, for which I predict the greatest success, as every lady will have one in her household, owing to the fact that all smell is done away with and the best results assured, all of which I personally endorse.

Yours most respectfully,

(Signed) H. SCHNEIDER,
Chef St. James' Club Cuisine,
Montreal.

This illustration shows at a glance the construction of the pan, which is stamped out of one piece of metal—has no seams whatever, and after usage is as easy to clean as the ordinary soup plate—which is a revelation to the user of the old-fashioned pan.

Made in three sizes in black steel and colonial enamel ware.

Nos. - - - -	1	2	3
Inches - - - -	15 x 13½	17½ x 14½	19 x 17½

Instructions

The operating is simplicity itself. Place the joint, fowl or fish on central raised portion, place pan on floor of oven, fill circular space almost full of water, shut oven door and do not open until joint is finished.

Should much gravy be required, about fifteen minutes before taking out joint add a cup of water to raised portion.

This pan has no cover, it does not steam the joints or burn them as the covered article invariably does, but it roasts and browns everything to perfection.

Whatever you roast in this simple pan will be found sweeter, more juicy and much more tender than is possible to attain on the old-fashioned and covered pans.

The THOS. DAVIDSON M'F'G CO., Ltd., Montreal and Winnipeg

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

Empire, Imperial and Champion

AXE HANDLES

are made of good tough hickory perfectly shaped and finished. We ship them to you in individual sacks, each handle nicely labelled, enabling you to sell clean-looking handles to every customer. Are you handling these fast selling lines?

Write for List and Discounts

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

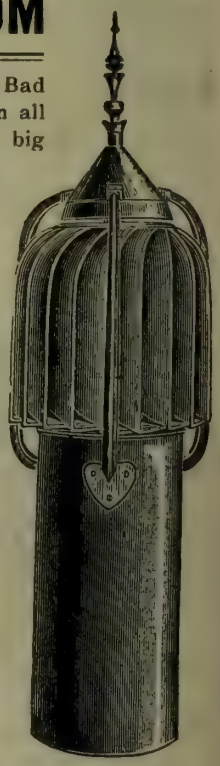
THAT STUFFY ROOM

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places, such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



Testimony

Montreal, June 7th, 1901

Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "Aeolian" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Ask for booklet re Aeolian and Zephyr ventilators, also booklet on Filter, etc.

THE J W. HARRIS CO., LIMITED

General Contractors - - - MONTREAL

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Wright's No. 3 Deep Well Cold Blast Lantern

In order to meet the demand for a lantern which will burn 48 hours without refilling, we are offering our No. 3 Cold Blast Lantern with extra deep well. This lantern is the same as our No. 2 pattern but the well is 2" deep, having just double the oil capacity of the ordinary lantern, and burning twice as long.

MANUFACTURED BY

E. T. WRIGHT & CO., - HAMILTON

Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

When writing advertisers kindly mention having seen the advertisement in this paper.

Put the Duty in Your Pocket!

What's the use of diminishing your profits by sending to the U. S. for goods which you can buy in Canada at a lower price? Our

EMERY AND CORUNDUM

Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones, etc.

are as sound in quality and as attractive in appearance as the very best imported lines of a similar nature, although our price is lower.

Send for Catalogue.

Canadian Hart Wheels, Limited

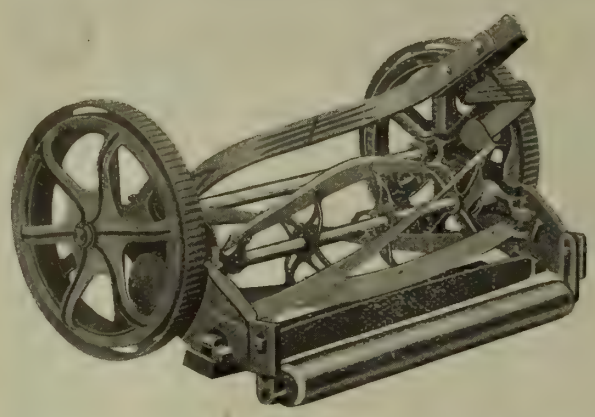
Hamilton, Canada

BAR IRON

LONDON BAR IRON is the product of practical experience as well as expert scientific knowledge. We have been making bar iron a long time to the entire satisfaction of our many customers, among whom we want to include YOU. Write us for quotations. Our prices are close and our deliveries exceedingly prompt.

LONDON ROLLING MILL CO., LIMITED.

LONDON — CANADA



THE EASIEST RUNNING LAWN MOWERS

built are the "W. & B." and not only are they light running, but they are strong and wear long.

Only the best material is used in their construction and every Mower is carefully tested and inspected before leaving our factory.

Our Ball Bearing Mowers are equipped with the simplest and most effective adjusting device on the market.

Write for our Special Lawn Mower Catalogue No. 64 and prices.

TRADE MARKS

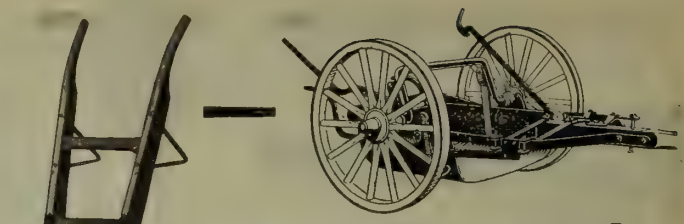
W&B

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office

ST. CATHARINES, - - - ONTARIO

We carry large stocks and ship promptly.



The Meaford Wheelbarrow Co., Limited

MEAFORD, - ONT.

Manufacturers of Pressed Steel Drag Scrapers, Square Box and Pressed Bowl Wheel Scrapers. Wheelbarrows all styles in Wood and Steel for Gardens, Railroad, Brickmakers, Stone Quarry and Foundries, Warehouse Trucks, Store Trucks, Platform and Factory Trucks, Baggage Trucks and Express Wagons.

Write for new catalogue and prices.

SELLING AGENTS:

For Quebec and Maritime Provinces:
Alexander Gibb, 13 St. John Street, Montreal

For Manitoba, Saskatchewan and Alberta
Bisset & Loucks, 151 Notre Dame Street, Winnipeg

For British Columbia:
John Burns, 313 Water Street, Vancouver

THE AYLMER SUPERIOR LEVER Force Pump

Is one that we are proud of, and justly too. It is one of the best Hand Force Pumps on the market, and can be used with equally as good satisfaction for a Windmill Pump. One trial of this pump means many repeated orders.

Write for Catalogue and Prices of our Pumps and Scales.

AYLMER PUMP & SCALE COMPANY, Ltd.

Successors to

AYLMER IRON WORKS COMPANY Ltd.

Aylmer, Ontario

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

Manufacturers of

Iron and Steel Wire,
Barb Wire,
Galvanized Wire,
Coiled Spring Fencing,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Cotters,
Tin Wire Barrel Hoops,
Strand Wire.

Rush along your specifications for

WIRE NAILS, WOOD SCREWS

Don't wait until you need the goods, but look ahead a few days and give us a fair show, and we will do our best to please you.

Do You Know

What This Is?

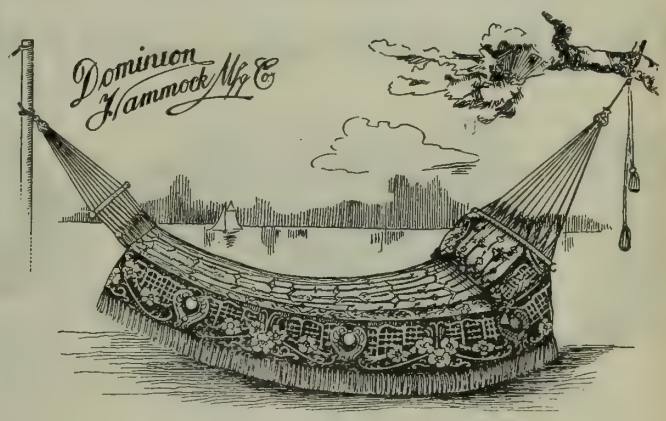
It is the

Forsyth Metal Half Chain Guard

The best chain guard ever invented. It is light, strong, handsomely nickel-plated, attractive, and is really **very easily attached** to any frame angle.

Forsyth Manufacturing Co.

BUFFALO, N.Y.



Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

Artistic Lighting Fixtures

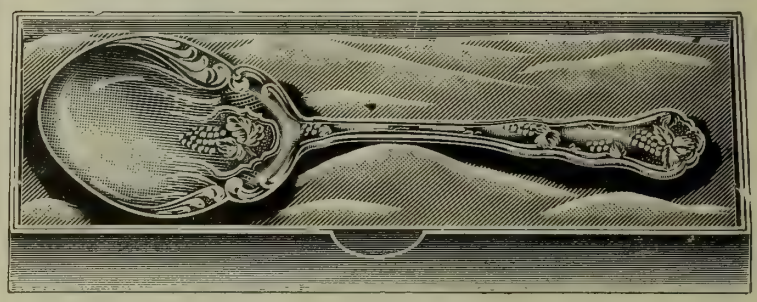
are great profit-makers. Our line is complete in gas, electric and combination fixtures, made in the most popular designs and finishes, at the right prices.

Write to-day for our List !

The Barton Netting Company, Limited

Mantles, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

33 Ouelette Ave., Windsor, Ontario



Elegant Gifts For June Brides

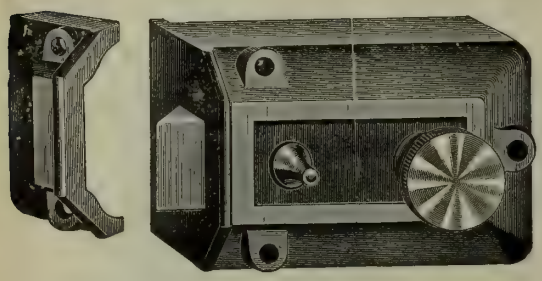
Nothing can exceed the refined elegance of this Grape design berry spoon, with either silver or gilt bowl. All our goods have the same customer-attracting elegance.

THE McCLASHAN, CLARKE COMPANY, Limited - **Niagara Falls, Canada**

AGENTS J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. CUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Has It Ever Occurred to You?

that you can make money selling STRUCTURAL STEEL. Many hardwaremen are doing so to-day by keeping a watchful eye on local building operations, and recommending the use of STEEL BEAMS, etc. If you get in touch with your local builders you can do the same. We will quote you close prices on all kinds of Structural Steel work, and will furnish you with all the information you need to help you close business.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Satisfaction Guaranteed **A MARK OF QUALITY** Prompt Delivery

LION

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

TRADE MARK

BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

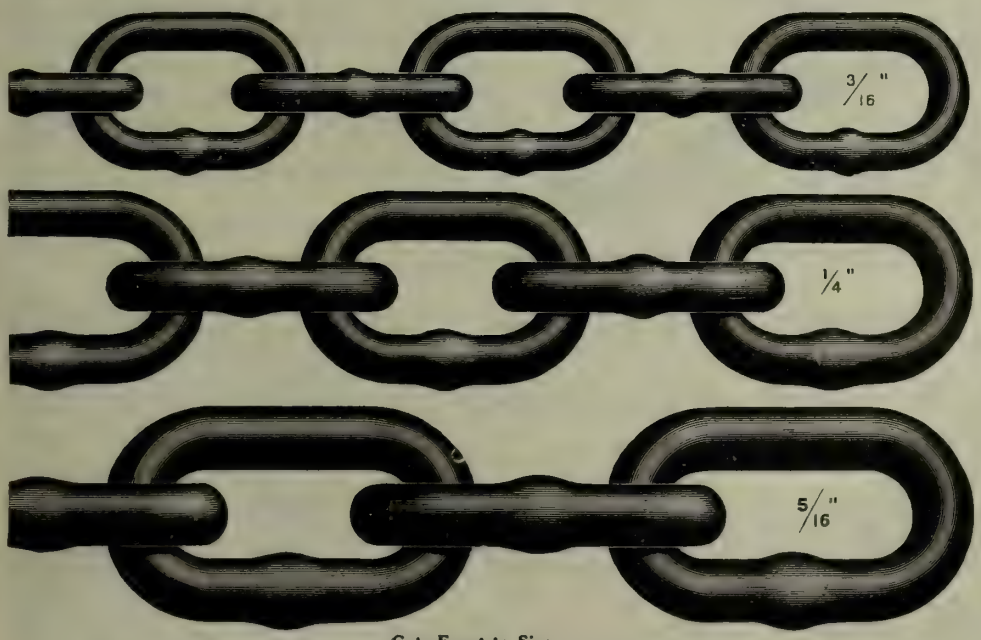
AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

McKINNON Electric Welded Coil Chain



Cuts Exact to Size

Design Patented

Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

McKinnon Chain Works ST. CATHARINES ONT.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

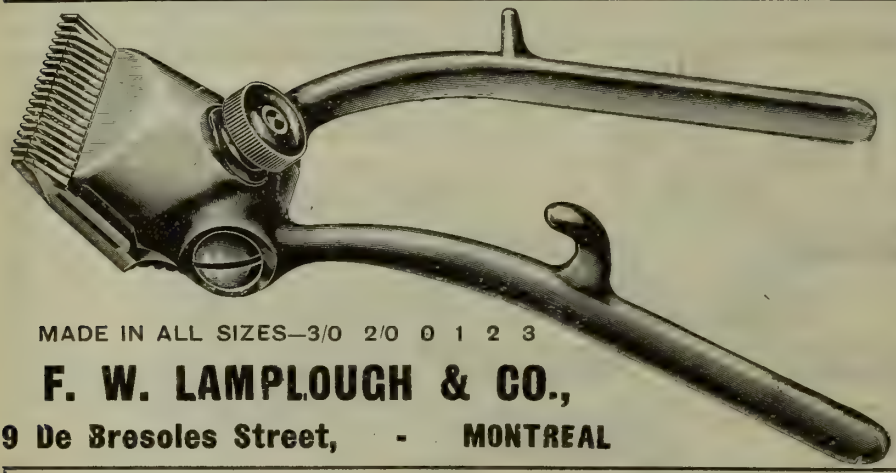
¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



THE R. BERG CUTLERY CO'Y'S
CELEBRATED
"MARS" TOILET CLIPPERS

have made a name for quality all over the Dominion. **Every pair is guaranteed** and will **satisfy even the most particular customer.**

UNEXCELLED QUALITY, DURABILITY,
SUPERIOR FINISH, EASY WORKING

are all combined in this make.

From Stock and for Import.

MADE IN ALL SIZES—3/0 2/0 0 1 2 3

F. W. LAMPLOUGH & CO.,
9 De Bresoles Street, - MONTREAL

The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Self-measuring Oil Tank, but rather how much it is now costing you to be without one.

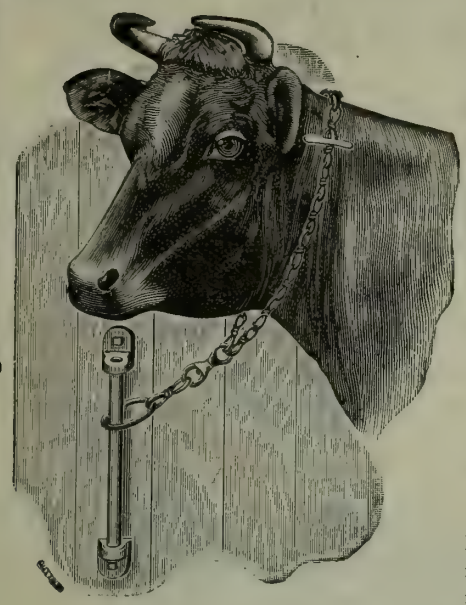
You have lost enough money to pay for a Bowser many times over. Write for catalog V, which tells you why you have lost money and how to stop it.

S. F. Bowser & Company, Limited
66-68 Fraser Avenue, Toronto

Cut 9—Floor Tank
For Heavy Oils

GREENING'S PATENT COW TIES

GREENING'S



These Cow Ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle the best.

A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, Ont. MONTREAL, Que.

ESTABLISHED 1840

Brooms
Baskets
Woodenware

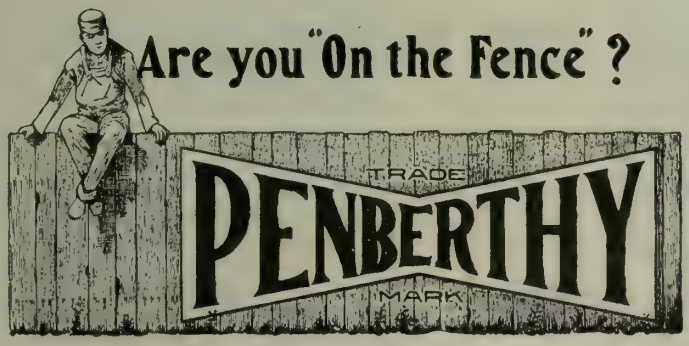
Write for Illustrated list.

H. W. Nelson & Co.
LIMITED

TORONTO, - - ONT.

PENBERTHY

Are you "On the Fence"?



"You need not be if you are looking for the best line."

Every hardware dealer should stock a line of our goods, they satisfy.

WE MAKE

Injectors, Ejectors, Oil Cups, Grease Cups, Whistles, Lubricators, Air Cocks, Water Gages, Gage Cocks, Etc.

Penberthy Injector Co., Ltd., Windsor, Ont.

LACKAWANNA FURNACE

LACKAWANNA
A Very Powerful and Economical Furnace

Built Like an Engine and Works as Perfectly as One

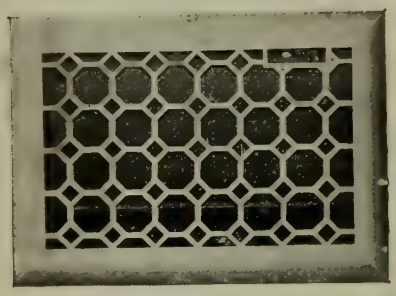
The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.
Limited
OTTAWA - ONT.

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

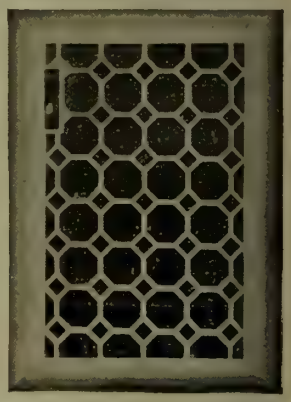
The Practical Money-Saving Novelty



The Reversible Wafer

The same Register sets
BOTH WAYS

Can be changed from horizontal (across) to vertical (upright) in 30 seconds—made in Moorish, with cast face, or PLAIN LATTICE, all wrought steel.



FERROSTEEL COMPANY, - Cleveland, O.

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

H. & C. No. 100

HART & COOLEY CO.
New Britain, Conn., U.S.A.

TWO OF

Gurney's "1908"

They are our latest—full of snappy, taking features, that are different from anything else on the market.

THE OXFORD CANADIAN
Steel Range

Oxford reversible grate, removable firebox, interchangeable wood fixtures, division flue strip, that forces half the heat around front of oven. Copper reservoir.

The price is away down, so this agency is the one to get after—quick.

The man that sells these goods in your town will be selling something

Different
Better
Cheaper

than the other fellow.

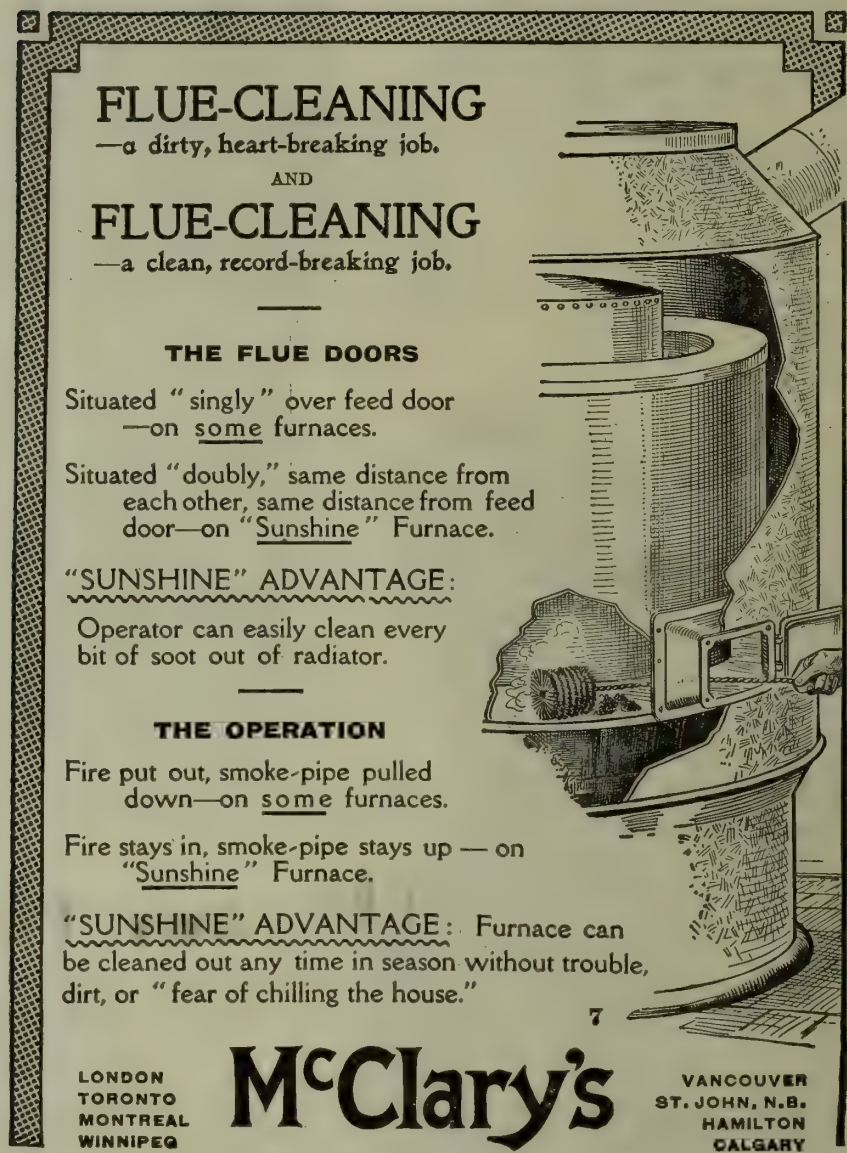
THE OXFORD GOLDEN NUGGET—Steel Cook

Oxford reversible two-bar, draw-out grate, removable firebox linings, interchangeable wood fixtures, extremely large oven, drop oven door, nickel-plated name-plate, copper reservoir. Steel top rim. No shipping breaks.

Better drop a post card to our nearest branch to-night.

THE GURNEY FOUNDRY CO., Ltd., Toronto

Stock carried at— **Toronto, Montreal, Winnipeg, Hamilton, Calgary, Edmonton, Vancouver**



That flue-cleaning feature of "Sunshine" Furnace is a business-getter itself. It is one of those many "Sunshine" features that are not only exclusive but likely to long remain so.

If you have the agency, all you want is a pile of enthusiasm. The rest we do for you.

"EMPIRE"
Stoves and Ranges

have made a solid place for themselves in the esteem of scores of shrewd Canadian Dealers, because of their strong selling and pleasing qualities. There are exclusive improvements in stove and range design found only in the Empire line which makes them better all round cookers and heaters than any other on the market. Ask us to send you our illustrated catalogue and price list—then you can see for yourself why.

EMPIRE STOVES and RANGES are the most popular with the public

CANADIAN HEATING AND VENTILATING CO., LTD.

OWEN SOUND, - ONT.

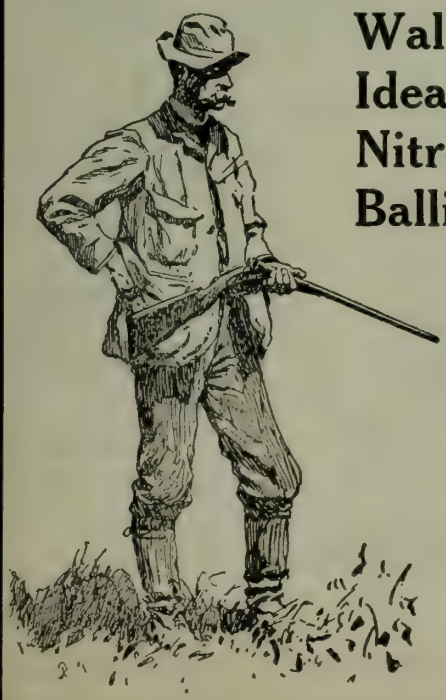
Christie Bros. Co, Limited, Toronto, Ont. Can. Stove and Furniture Co., Montreal, Que. Christie Bros. Co., Limited, Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

ESTABLISHED 1820

All our excellent brands of Cartridges are an evolution of nearly a hundred years of honest effort.

It is only common sense to think that our brands are better.

Let us prove it! Ask for



Walthams,
Ideals,
Nitros,
Ballistites,

and quit taking chances on your shooting.

Get the best. To-day is the day to change.

F. JOYCE & CO.,
London, Eng.

J. H. ROPER,
82 St. Francois Xavier Street, MONTREAL
Sole agent for Canada

Crown Perfection Range
for Coal or Wood

The Latest and most improved on the market.

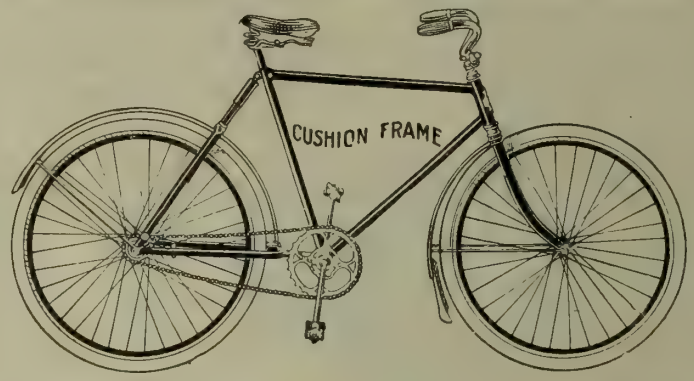
All loose nickel-plated trimmings. Fire Box for wood is 24½ in. long. The two-walled oven 20 x 20 x 11 is built of sufficient depth from front to back to include the main body of the oven entirely within the body of range. The back flue extends over the entire back of oven. We believe that a great saving in fuel will result from the use of this Range.

Send for Particulars and Prices.

The Jas. Smart Mfg. Co.,
Limited
Winnipeg, Man. Brockville

The Call of the Road

The inviting Spring weather, the budding trees, the grass, the birds and all that combine to make up nature, is the reward for the Cyclist who answers the call of the road.



By exercising the greatest care and attention to detail, we have succeeded in putting into the 1908 model wheel the inimitable work of the master craftsman.

Massey Silver Ribbon, Cleveland, Brantford, and Perfect are all wheels of quality—the Cushion frame is the Pullman Car of wheeldom.

CANADA CYCLE AND MOTOR CO. Ltd.,

Makers of the World's Best Bicycles

WEST TORONTO, - CANADA

WRITE FOR CATALOGUE H.

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving
and
Insulating Purposes

Apply to

Lucien F. Ambard & Son,

Port-of-Spain, Trinidad, B.W.I.

The Buffalo Manufacturing Co.,

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

- *Water Filters*
- *Water Coolers*
- *Chafing Dishes*
- *Table Kettles and Stands*
- *Coffee Extractors*
- *Wine Coolers*
- *Nursery Chests*
- *Baking Dishes*
- *Crumb Trays and Scrapers*
- *Tea and Bar Urns,*
- *Bathroom Fixtures*
- *Coal Vases and Hods*
- *Candlesticks*
- *Cuspidors*
- *Match Safes, Etc.*

All High-Grade and Exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge Street,

Write for Catalogue

Toronto, Ont.

Canada Screw Co., Limited

Toronto **Hamilton** **Montreal**

Makers of

WOOD SCREWS
TACKS
WIRE NAILS

Stove, Sink, Tire & Sleigh Shoe Bolts, Bright Wire Goods, Iron Brass and Copper Rivets and Burrs, Machine Screws, Staples, Corrugated Fasteners, Wire—Bright, Coppered, Tinned, in coils and cut to lengths.

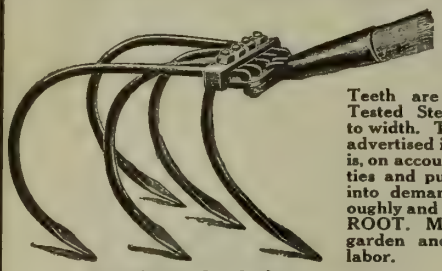
Catalogue of "Wilwear" Bath Room Fittings Upon Request

¶ Two pieces of heavy brass are used to form the NIAGARA LAWN SPRAY. The upper circle is stamped to give greater strength and to furnish the three different angles to the spray. The three rows of perforations are of very small size, and do not permit the escape of any stream of water that will wash away the dirt or injure any flower bed. The brass screw for attaching to the hose is machine-turned inside and out, gives neatness, great strength and perfect fit on the hose connections. There are no loose or movable parts to get lost or out of order like the whirling sprinklers. They are regularly finished in dull nickel, but will be furnished in brass if so ordered.

The NIAGARA LAWN SPRAY will last a lifetime and give the most satisfactory results of any device of the kind ever invented. The retail price is $1. For sale by all jobbers and dealers, or direct upon receipt of price if dealer cannot supply.

Novelty Manufacturing Company, SPECIALTIES IN METAL GOODS, **Waterbury, Conn.**

"BUCO" GARDEN CULTIVATOR



Handle 4 1-2 feet long

Teeth are Oil Tempered and Tested Steel Springs, adjustable to width. This tool is being largely advertised in the rural papers, and is, on account of its excellent qualities and publicity, coming largely into demand. Loosens soil thoroughly and takes all weeds out by ROOT. Makes a clean, healthy garden and saves immensely on labor.

Manufactured only by

BAILEY-UNDERWOOD CO., Ltd.
NEW GLASGOW, N.S.

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

50 cents

— to —

The MacLean Publishing Co.
Technical Book Department
10 Front St. E. — TORONTO

DRY GOODS REVIEW
10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

7 Months For the Price of 6

The Busy's Man's Magazine will be sent the balance of 1908 (seven issues) for One Dollar, the price of six numbers. This offer is made to convince you of the merits of the magazine. We have sufficient confidence in our publication to look for your renewal at the regular rate on the expiration of the above trial order.

The special merit of Busy Man's is that it gives the best and most important appearing in the current issues of all other magazines and periodicals. The best articles on business and industry, travel and description, politics and commerce, the best short and serial stories, articles for the workers, the latest in science and invention, are reproduced each month. The cream of the world's periodical press is given, the very articles you would read, even were you to ransack these hundreds of publications.

Busy Man's is an ideal magazine for every home; of intense interest to every member of the family. It is the magazine that KEEPS you educated in all lines of thought and achievement. To the busy man and woman it is indispensable.

Simply pin One Dollar to the attached coupon, and send it at our risk. The June number will reach you by return mail. Send the coupon TO-DAY, in to-morrow's hustle you may overlook it.

.....*1908*

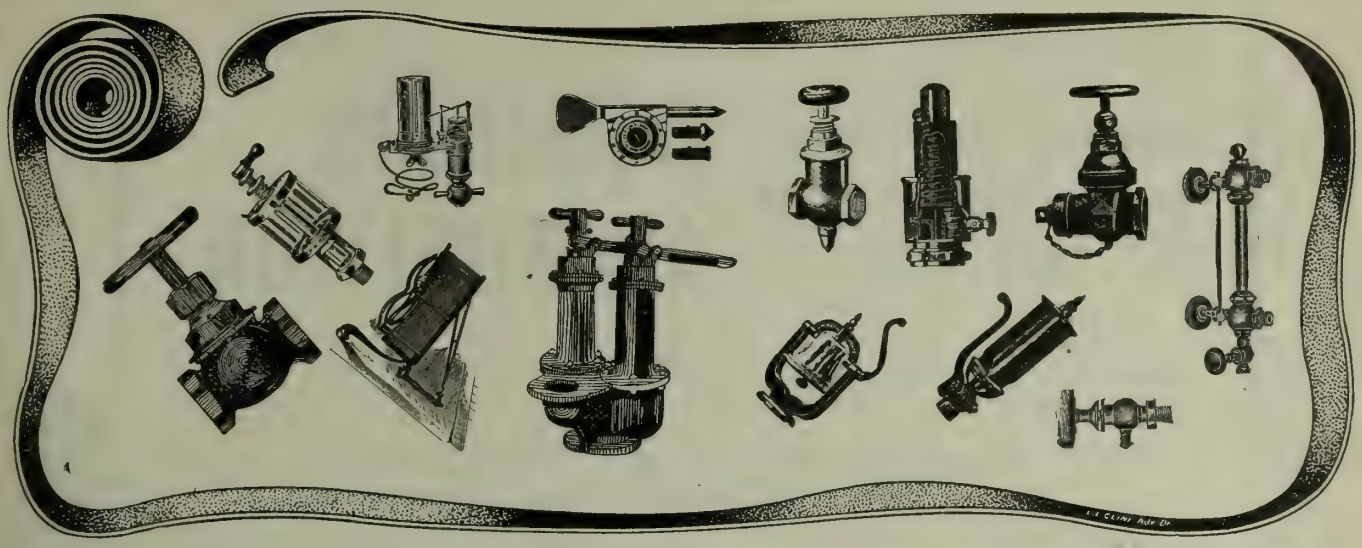
Busy Man's Magazine, Toronto,—

Enclosed find One Dollar, for which kindly send The Busy Man's Magazine the balance of 1908 (seven issues) commencing with the June number, to the following address:

Name.....

Address.....

The Busy Man's Magazine, 10 Front St. East, Toronto



We Make the Largest Variety of

ENGINEERS' SUPPLIES

BRASS and IRON GOODS

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Locomotive and Marine Brass Work.

Our products excel in QUALITY and DURABILITY

Corporation Brass Service Work, Etc.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West, - - . TORONTO

May be retailed for

10c.

Our new **BRISTLE SHOE DAUBER** with **tinned metal handle.** Neat in design. Beautifully finished. Every wholesale dealer should handle these. Write for sample and price.

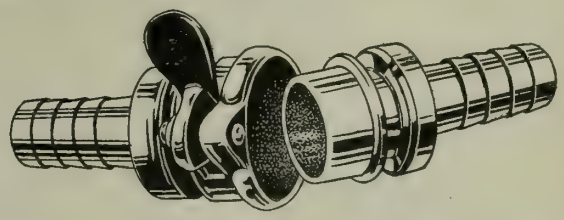
Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

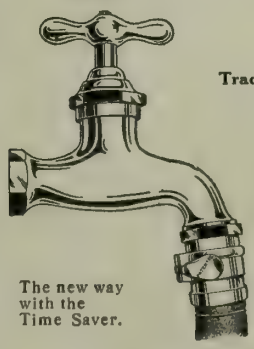
There's Money For You In The

TIME-SAVER HOSE COUPLER!

Cheese factories want it. So do Hotels, Liveries, Firemen, Owners of lawns, and gardens—and all other hose-using humanity.



The Time-Saver couples hose sections and makes tap connections without a leak—and instantaneously—by the mere pressure of your thumb.



The new way with the Time Saver.

Trade LOOK FOR THE TIME SAVER ON ALL COUPLERS Mark

The old unsatisfactory way.

Made in all Standard Sizes at Popular Prices

SEND FOR OUR PRICE LIST

The Time-Saving Coupler Company, Limited

166 Bay Street, Toronto

Dealers are friendly to themselves when THEY PUSH

DOMINION AMMUNITION

They admit—all over Canada—they **admit** their friendliness to us, but it is simply a case of good business.

You find a steady and satisfied customer whenever you recommend DOMINION cartridges and shells.

The quality does this for you.
Quality builds factory additions for us.

We know how to make the best Ammunition, and we know how to back the dealer with good local advertising.

The Prices are Right for Profits.
The newspaper advertisements help you sell.

FOR ALL MAKES OF ARMS.

Dominion Cartridge Co., Ltd., Montreal

FLAT BRIGHT
COLD ROLLED STEEL

We can supply flat Bright Cold Rolled bessemer steel, coppered, tinned or galvanized, in coil, or cut to any desired lengths, to the most exacting specifications, and guarantee to produce a perfectly true and homogeneous steel, free from all surface defections, suitable for fine plating work, made in five styles of edges and seven classes of tempers, from the hardest for facings, to the softest for difficult cuppings.

Your Enquiries Solicited.

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL

"Men Who Sell Things"

Classes of Fussy Salesmen—How Steadiness Counts—The Real Secret of Success—Change Negative Qualities to Positive —The Man Who Couldn't Fit In.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER V.

The Fussy salesman is generally visionary and a good talker, judging from the ease with which he dispenses the "silvern" article. Oh, no! a little thing like talk never troubles him. It oozes away like molasses from a stave-sprung barrel. Once fairly started, you might as well try to stop Niagara Falls as to shut him off. Control? It is as foreign to him as to a kite without a tail. The speed with which he can talk a customer into a sale and out again causes the Twentieth Century Limited to look like a snow-plough doing duty on a narrow-gauge track.

Talk is a mighty necessary thing in salesmanship, but an equally important thing is to know when to stop talking. And the most essential thing of all is to know how to talk and what to talk about.

The garrulous salesman is a blue-white optimist, seeing figures that exist only in the fluffy atmosphere in which he soars and soars. A few pounds of ballast accidentally taken aboard now and then allows him to navigate his airship close enough to reality in sales-making to convince the sales manager that he is not entirely shut out from view above the clouds of lost opportunities. In his futile efforts to "land" something worth while, he drifts aimlessly about with his drag-ropes out, lightly raking the field of opportunities over which he circles. If nothing goes wrong with the gas-bag, he feels that surely sooner or later he will hover long enough in the vicinity of a real proposition to permit his anchor to grapple and hold fast.

It generally happens that while this aerial performance is going on and his customer's patience is being tried with trifling things and meaningless sentences, Mr. Get Busy Salesman comes along and scoops up orders right and left under his very nose.

The salesman who wears his customer out with visionary yarns about himself and what he intends to do but really never does, will amount to nothing more than a putterer. He is a constant source of concern to his house, until, conscious at last that "the jig is up," he takes himself off to other pastures where the grass looks greener. He floats around from one house to another, until, to his dismay, the truth is at last forced upon him that the richest fields on earth are not for him to enjoy. Passing into oblivion is with him like the character in "David Harum," on the death of whom, his neighbors, asking what was the complaint, were told, "No complaint at all; everybody is satisfied."

The Fussy salesman and his Over-anxious brother are in the same class in many respects. Each in his own way fails to accomplish results. There is hope that the latter will eventually enter into an active sphere of usefulness on learning how to temper his anxiety with a reasonable amount of judgment by aid of the rugged road Experience. The former may as well quit where he is and engage in some other line of business.

Fussy Salesman Should Quit.

Zeal is an admirable and necessary quality in successful salesmanship, the excess of which rarely develops into a permanent or fatal malady. True, pitfalls are encountered now and then, but there is always a chance for the man with this failing, if he is honestly desirous of getting on in the world; while for the Fussy fellow there is but a forlorn hope. He never seems to know how to get right down to business in dead earnest.

At times I like to indulge in baseball parlance, adapting the expressions of those engaged in the finest of all outdoor sports, the National Game, to the qualities necessary in strictly up-to-the-minute business getting. Slogans of the diamond, such as "ginger up," "get in the game," "it only takes one to hit it," and "take a long lead off," are quite appropriate in salesmanship, and can be adopted with good effect.

Just here I am forcibly reminded of a character known as Fritz, who lined up with my home town baseball team. It was in the year 1905. The team was making desperate efforts pennantward. The securing of that much-prized "rag" largely depended on the batting strength of the team. In every other respect they were thoroughly efficient candidates for the high honor that every man on the team was struggling with might and main to secure.

Fritz, the catcher, was one of the best in the business, but when his batting qualities were in question he made an ordinary "sand-lotter" look like a National Leaguer. It was always Fritz's turn to bat just when a hit was most needed to win the game. His intentions were of the best when he walked up to select his club. Most likely Fritz had never been told about the place that is paved with good intentions; but the "fans" had, and when they saw him walk up to the plate their stock went down several points.

The moment Fritz faced the pitcher he was attacked with stage-fright, and danced up and down so that he could not get his eye on the ball to save his life. He just stood there like the Fussy salesman and fanned and fanned and fanned, until the umpire called him out on strikes. His long suit was "hitting the air," and he was never broken of that habit.

A good story is related of two men, both expert swimmers, living in an American city. Their powers of endurance were the subject of admiring comment among their friends, who induced them to compete in a swimming match. There was neither wager nor prize, but only a friendly contest to determine which was the better swimmer, there being an understanding that the backer of the loser should pay for a dinner for the whole company of spectators.

Steadiness Counts.

When the trial began for long-distance swimming, one of the contestants decided that he would force the pace from the outset. He shot ahead with vigorous, powerful strokes, and left his antagonist some distance behind. His friends cheered him exultantly from the shore, and shouted to him to keep up his good work. Excited by these outcries, he redoubled his exertions and increased his lead rapidly.

Meanwhile, his competitor was swimming with steadiness, with a stroke which he could easily maintain for the whole distance. He was not disconcerted by the frantic appeals of his friends to quicken his stroke. He was confident that his competitor was exhausting himself by over-exertion at the outset, and that the race would be won before it was more than half finished.

The two swimmers kept on without changing their tactics until the half-dis-

GETTING NEW ACCOUNTS.

Every new retail business means a new account for some travelers.

The traveler who goes to a new prospect with a good line, and something of an introduction, has greater chances of doing business than he who goes with an equally good line, but as a total stranger. Travelers for houses which advertise in the trade newspapers are already half introduced. Their name and their goods are familiar to the prospect. He is willing to see the representative of the firm he knows of, while he will, often as not, turn down the other one.

tance stake was not far away. The leader had ceased to gain upon his rival, who was beginning to lessen the distance between them. The first man was showing signs of distress, while the other was swimming easily and was apparently as fresh as when he started. At the stake the leader threw up his hands and cried out to his rival to come to his aid. The second man, calling upon his reserve power, forged ahead with a few strong strokes, and came up in time to save the exhausted leader from drowning.

"Help me ashore!" gasped the exhausted man. "The race is yours. You need not finish the course."

The weaker man was kept afloat until a boat could be sent to rescue him. Then the stronger man turned the stake and completed the course, swimming with the same long, deliberate stroke with which he had set out. When he went ashore to receive the congratulations of his friends he was apparently none the worse for his prolonged exercise in the water. His success was a triumph of judgment rather than of expert skill or physical endurance, while the other exhausted himself by over-straining unnecessarily in the first half-mile.

That swimming-match is a parable illustrative of many a failure in salesmanship and of many a successful career. Nothing is more dangerous than Fussiness or Over-anxiety in sales-making. It is the long, steady, deliberate stroke, with unused power in reserve behind it, that wins lasting success for the salesman, and makes him a candidate eventually for a junior partnership in his house.

No Secret in Success.

I once had a friend who worked his way up in the dry goods business from floor-walker in a retail store to the position of assistant silk-buyer in a large wholesale house. The firm of which I was a member was situated in the same block as the one in which he was employed. He came into my office one day and said: "I want your advice. We started together in the business race, but apparently you have been more fortunate than I, for while I am only a buyer's assistant, you are close to the head of your own concern. What is your formula?"

"No formula," said I. "Every man is the arbiter of his own business destiny."

I told him that fortune had not favored me any more than it had favored him; that I did not believe in fortune anyway; and that the only way in which the success of any man could be achieved was by "keeping everlastingly at it." I knew he had changed about considerably, and when he had seen an opportunity had not taken advantage of it. Finally, I frankly told him that I thought in his case retarded advancement was due to his restless disposition more than to any other one thing. He seemed disposed to argue the question, which I answered by saying: "In every large institution there are many opportunities for a man to make the most of himself in a business way."

"Opportunity," said he, "that's it. That is what I came in to see you about. This is my fourth year with my present firm, and while they are splendid people, I see no chance ahead of me for advancement. At least, it is a case of waiting for dead men's shoes. My salary of fifteen hundred dollars a year is inadequate for the support of a wife and three children. I have an offer from a large specialty house in another city to go on the road at an increase of one thousand dollars, and it's a sore temptation; yet I dislike to leave the old firm. On the other hand, the duty I owe my family is staring me in the face, and I really don't know what to do. What do you think of it?"

"Well," I replied, "you also owe it to your firm and yourself to weigh this matter up very carefully. Personally, I believe in 'sticking to the bush.' Your opportunity will come in time. I would not like to advise you positively in a matter like this. A thousand-dollar raise is a big thing for any young man, but I would certainly consult with my firm, if I were you, before doing anything. Put the matter squarely before them. Let them advise you. They will not take advantage of you, and will no doubt make it an object for you to remain."

He departed, promising to do that, but the next I heard from him was that he had accepted the offer made by the specialty house, and had left the old firm, where he was well regarded.

Two months later the head buyer of the silk department of that house dropped dead in the office of a New York hotel, and my friend's old firm was obliged to go outside for some one to fill his place, a position that paid five thousand dollars a year salary, into which there was not the slightest doubt he would have stepped had he refused the other offer and remained where he was.

Many an Over-anxious salesman fails to win ultimate success because he does not realize the opportunity that awaits him through conscientious, faithful labor and continued service in some one place.

Opportunities at Hand.

The calico-wrapper opportunity of the moment seems to obscure his vision from the sealskin-sacque opportunity of the future. He goes through life without any set purpose at all, with face turned away from the future and its rich possibilities, seemingly content to wander along, worrying in the present, anxiously occupied with a superficial survey of things to the right and to the left, but never ahead and beyond. He is like the man who was so intent on watching what was passing in the street that he failed to notice the open coal-hole directly in his path, until suddenly he found to his astonishment that he was rapidly disappearing into inky blackness.

I actually knew a business man once who was quite handy with carpenter tools and enjoyed his annual outings at his summer home tinkering with all sorts of odd jobs requiring the use of saw and hammer. It occurred to him one day to build a boathouse over the river which skirted his country place. While sitting on a scaffold directly over the river, he was engaged in putting on the finishing touches, and found it necessary to saw off a cleat that hindered his work. It was late in the afternoon of the last day of his outing. Desirous of finishing his work before leaving for the city, he was rushing things. Grabbing a saw, he began with vigor to despatch what he supposed was the projecting piece, and did not notice that he was actually sawing into the scaffolding on which he was seated instead of the inoffensive cleat. The truth finally flashed on him with a crunching warning, and the next moment he found himself floundering in the river, wildly waving his saw and calling for help.

It does not pay to rush things. The Rome of salesmanship was not built in a day.

It is said of the English General Buller that "he never went around anything that he could butt his head through." And he continued that course in the Boer War, bringing all manner of disaster upon his command, which caused dread anxiety to the home authorities until his recall stopped his mad career. He was replaced by Lord Kitchener, the tactician, who was obliged to overcome Buller's blunders before he could hope to win a victory for England's forces, which he did in the end by his superior generalship.

Concentration Wins.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

Returning from luncheon one afternoon, I was stopped just across the street from my place of business by a young man whom I had known as a boy, but had forgotten. Extending his hand, he said, "Hello, Mr. Moody! Don't you remember me?"

Failing to recognize him at first, I replied: "You've got the best of me this time, my friend. Your face seems familiar, but I can't recall your name."

"Why!" said he, "my name is B—. Don't you remember that we worked together as boys with the old firm of S. L. & Co.? You had the linen and white-goods stock, and I had the laces, just across the aisle."

"Yes," I replied, "I do remember you now, but that's a long time ago, and many changes have taken place on the street. The old firm has retired from business, but I presume you are still in the dry goods line."

"No. I remained there but a short time after you left. I thought I wasn't suited to that line, and left to go into an insurance office. I soon found that insurance was not to my liking either, and then I tried the retail dry goods

business for a year or two. Realizing that there was no chance whatever in a retail store, I entered a business college to study bookkeeping, but left the course unfinished on being told that if I intended making office work my life's aim I should commence at the practical end of things by taking a position in some large office, but——"

Not knowing where the narrative would end, but realizing that his story was a continued one, I interrupted him with—

"What are you doing now?"

"I'm studying electrical work in a big factory. No doubt there is a great field in that." Then, as if by second nature, he asked: "What are you doing now?"

Turning, I pointed to the wholesale store across the street which bore my name, saying simply, "I am connected with that firm!"

He seemed not to comprehend for a moment, but finally gasped, "You don't mean to say that you are one of the firm!"

"Yes," I said, "I am."

"Well! How on earth—" His face reddened and he did not finish what he was going to say. Instead he turned eagerly to me with—

"Can't you give me a place in your store? I don't get much pay where I am. Besides, I think that if I could get in with some one who knew me and would take an interest in me I could do much better." And then came the wretched admission that he was a married man and had a wife and two children.

I knew that his case was hopeless. He had tried and condemned himself in the story he had related of his wanderings, but for old time's sake I asked him to call at our office the next day and I would see what I could do for him. We needed an extra man in the shipping room, and gave him the place at a weekly salary of twelve dollars—just double the amount he was receiving at the parting of our ways twelve years before. A raise of fifty cents a week per year for twelve years. Think of it! Yet there are many such cases.

Couldn't Fit In.

I heard nothing from him for a few days, and then one night the door-bell rang at my residence, and our new assistant shipping clerk was shown in. I greeted him half-dressed, as I was going out for the evening. In some surprise I asked him what I could do for him.

"Well," he said, "you must excuse me for calling at your house, but as you have been kind to me I thought I ought to call and tell you that I am afraid I cannot do the work you have put me at. I don't seem to understand it, and rather than make mistakes which might embarrass you I have made up my mind to quit."

There was something delicate in that halting confession that touched me, but realizing that his was a case for vigorous action, if the man was to be saved for any good to himself or any one else, I determined to let my engagement wait. Taking a seat by his side, I gave him a heart-to-heart talk, in which matters were not minced regarding his past and checkered career. I pointed out that he really had a good opportunity at last to make something of himself; that I would go out of my way to help him and advance him as rapidly as possible, but that it was up to him to do the rest.

Our talk seemed to bolster him up somewhat, and he left promising to stick it out and do his best. Two months, however, of worrying along with him, in which many interviews took place, convinced us that he was a confirmed ne'er-do-well, and we had to let him out to continue his search for something that "exactly" fitted his capabilities.

I never heard from him after that, but there is little room for doubt that the unfortunate fellow is still looking for a job, a sad example of neglected opportunities and a lack of stick-to-itiveness.

Opportunities don't often repeat; mistakes do.

The energetic, dead-in-earnest man creates confidence and success.

Don't let the self-satisfied and thoroughly contented persuade you that to-morrow's triumph will compensate for to-day's inaction.

To-morrow is a poor time to catch to-day's opportunities. Nothing great is ever accomplished without trained enthusiasm, persistent energy, and a determination to win.

The man who depends upon to-morrow's efforts is ever a pall-bearer at the bier of lost hopes and dead ambitions.

Results are the golden nuggets dug from to-day's opportunities by earnest endeavor and patient, systematic toil.

The faint-hearted man lacks the power to draw others to himself. He dissipates confidence, and fails utterly to secure prestige with those above him in authority.

A dead fish can float with the tide, but it takes a live one to swim against it.

Don't Shirk Facts.

In this progressive age a man's usefulness, like that of the postage stamp consists in his ability to stick to a thing until he gets there.

There is no use in mincing words. Let us look squarely at the facts as they exist, with a clear eye to bettering ourselves if possible. The fact is very clear and pertinent here, that we must meet our antagonists with their own weapons, hustle.

There are many salesmen in the world who persuade themselves into believing that to-morrow, next week, the week after, or next year will surely bring them the results they should have obtained to-day.

(To be continued.)

ENLARGING DOWSWELL PLANT.

It does good these times to find some manufacturers who have enough confidence in their products and in the future of the country to increase their plant. Such a concern is the Dowswell Manufacturing Co., Hamilton, makers of a well-known and popular line of washing machines, wringers, churns, etc. who, owing to the large demand for their products, have added to their already extensive plant a three-storey brick building of mill construction type, also an extensive shipping and storage warehouse, giving an increased floor space of upwards of twenty thousand square feet. In this new addition has been installed a complete, modern and up-to-date equipment of machinery for the manufacture of high-grade wringer rolls. It is the only plant of its kind in Canada, and one of three on the continent. It affords facilities for the treatment of rubber in all its stages, from the crude article to finished rolls of the very best and most lasting quality. This company manufactures a very wide range of styles and types of washing machines, wringers and churns embracing those most popularly known to the trade, and in addition are now placing on the market an extremely simple, effective and moderate-priced patented power washer, known as the "Ideal Power Washer," in which they have overcome the objections formerly found in this type of machine. These goods have been extensively advertised and a demand created, and in their product this company offers dealers a trade winning asset they can hardly afford to overlook.

IMPROVEMENTS IN BICYCLES.

Since the great bicycle boom of a few years ago when men and women were generally familiar with the workmanship of their wheels, comparatively few people have any idea of the vast improvements made in the bicycle. Of late years the improvements have mostly tended towards the comfort of the rider. The man who invented the cushion frame conferred a blessing upon countless bicycle riders, who were not fond of being perpetually bumped all over. And not long ago a commercial traveler thought out plans for a cushion handle bar, which is now recognized to be another rung in the ladder to that perfection so generally desired.

Our English cousins used to place mud and dust guards on their wheels. Canadians and Americans then thought these appliances cumbersome, but time has proved the English people were correct, and now these guards are being adopted all along the line.

With the Coaster Brake, the Sills handle bar and the application of the latest designs in bearings, the bicycle of 1908 has reached such a stage that again it seems to commend itself to people seeking pleasurable exercise as well as a vehicle that can be put to many uses.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address:
Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

MONTREAL - - - - - 232 McGill Street
Telephone Main 7324
TORONTO - - - - - - 10 Front Street East
Telephone Main 2701
WINNIPEG - - - - 511 Union Bank Building
Telephone 3726
LONDON, ENG. - - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg
NEW YORK - - R. B. Huestis, 544 West 145th St.
Telephone 2430 Audubon
VANCOUVER, B.C. - - - - - R. B. Bennett
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
URICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

COMPLICATED DISCOUNTS.

Although at the present time there seems little likelihood of any amendment of the complicated discounts used by many manufacturers, those who are agitating for reform in this direction should by no means get discouraged. It is only by continually pounding at the question that any alteration is likely to take place. Long established customs cannot be changed lightly. It is just as well that they cannot be, for what one generation has set up, another should not easily pull down. Many agitations for reform are based upon fallacies and misconceptions, and if easily carried through would nullify much good work done for posterity. But the case is different where general opinion slowly gathers into unanimity, that some alteration to the practice born of other days is required. Here there is no chance of a mistake being made.

Such is the position of the complicated discount question of to-day. There is a growing opinion that there should be reform, but the day of amendment seems as far off as ever. This is not so, however. The weight of general opinion must have effect in time, if the movement is persisted in long enough and there is no room for doubt as to unanimity on the point. Therefore, if manufacturers are to be brought to see the advantage of eliminating long discounts, it can only be done by slow and steady work. Many manufacturers admit that they would willingly do away with the long discounts that have grown up, if all their competitors could be brought into line. But there must be general action, for few men could afford to make an alteration unless everyone else did so at the same time. To get the manufacturers in a line they must be shown that the hardware trade generally is not in favor of complicated discounts. Contentions that long discounts are favored by the jobbing trade because the retail trade cannot arrive at prices so easily, and that extra discounts are best suited for giving those concessions that the jobbers and dealers are continually looking for, must be taken up strongly. Reformists must show that whatever the value of these points, the advantages on the side of simpler discounts would more than compensate for their removal.

STUDY LOCAL CONDITIONS.

During the warm and sometimes depressing days of summer it is the custom of a good many business men, and retailers, generally, are no exception, to slightly relax their efforts along the line of getting new business. This is a mistake.

In almost every town and particularly during the summer season, when visitors are more frequent, and when local people travel considerably more, there are opportunities for developing business which have never yet been tried or even thought of, and which would yield surprisingly good profits.

This was brought to mind, particularly the other day, in hearing of a stationer in Rama, a small Ontario town. For several years this merchant has done considerable business in Indian goods such as baskets, ornaments and souvenirs. The business, through judicious direction, continued to grow and it has done to such an extent that for some time this merchant has been conducting a jobbing business in these goods and is reaping handsome profits, other instances of like nature might be cited.

Towns which enjoy the patronage of summer tourists or campers offer large opportunities for the development of special business. Such people are usually very ready to spend money and do not hesitate at buying fancy goods at good prices. A grocer, for instance, in a tourist section, might well find out the line of fishing tackle people in his vicinity fancy and lay himself out to supply them. Again, if at a point of frequent embarkation for lake and river trips a stock of campers' supplies will yield good business. The travelers are always anxious to get their supplies as near their camps or rendevzuous as possible and the point incumbent on the merchant is to let them know that he can furnish the outfit. A good deal of this trade which goes to the city stores does so because they make themselves known and are able to supply everything the traveler needs.

Possibilities of developing this kind of business are unlimited and it would well repay any merchant who really wants to extend his business to spend a few hours in studying the local situation.

Continued residence in any one place, particularly in a small town, seems in a good many cases to blind merchants and business men to an appreciation of the possibilities offered right at his door.

KNOW YOUR GOODS.

A good illustration of the power of the clerk who knows his goods and is familiar with their talking points occurred in a western town not long ago. This is the story of an actual occurrence related to Hardware and Metal, but by request the names of the town and store referred to are withheld:

A man went into this store the other day and asked to be shown some lawn mowers. In answer to his question he was told by the salesman that two styles in all sizes were kept in stock.

Pointing to the cheaper make he asked, "What particular merit has this mower?"

"It's price," was the reply.

"That's all I want to know; I don't want it. Show me the other make."

In a few words the clerk showed the "particular merits" of the other mowers, pointed out its simplicity of construction, explained its ease of adjustment and commented on its light running and clean cutting qualities. The quality of the machine was explained and then the price was mentioned.

A sale was effected and the customer said, "I have been in two other stores looking at lawn mowers but there's the best machine in this town."

Every store in that town sells the same makes of lawn mowers. The moral is obvious.

CANADIAN PLANT PAYS.

An interesting point in connection with the application of the International Harvester Company to list $120,000,000 of its preferred and common stock, vot-

ing trust and trustees certificates on the New York Stock Exchange, is the acknowledgment of the strategical position gained by the company through the existence of its Canadian works at Hamilton, by which it obtains the benefits of all Canadian treaties. To effect the listing of the stock the company, which is the trust controlling the manufacture of agricultural implements in the United States, was compelled to issue for the first time in its history, a report of its operations, earnings, assets and liabilities for the last calendar year. The total assets of the company on a valuation made by Haskins & Sells, are placed at $156,282,000.

The capital invested in the construction of the plant at Hamilton is placed at $2,166,710, and the Canadian business has evidently been pretty profitable, for Cyrus H. McCormick, the President, remarks in his first address to the shareholders, that the works have "fulfilled the expectations of the directors in supplying on an economical basis a part of the heavy demand incident to the foreign trade." The Canadian trade is also met chiefly from the Hamilton works, and it is set forth that in view of its large and valuable trade with France, the company is fortunate in having a plant in Canada from which it can also supply the demands of its French customers. Otherwise, it is pointed out, that owing to the recent commercial treaty between Canada and France, which practically precludes the company from selling American-made machines in France, it would be impossible to compete for the French business with Canadian manufacturers.

AN OBLIGING (?) CUSTOMER.

A retailer in a Western Ontario town was recently pressed for money. He in turn began to press his customers, some of whom were considerably in arrears. One of his customers whom he approached was a wealthy farmer who owed him $80.

"I wish," he said, "that you would pay me the account you owe me. It is owing nearly a year and I am very much in need of money."

"I can't pay it now," replied the farmer.

"Why, you have money in the bank," persisted the retailer.

"Yes, I know I have, but it is earning interest and I can't afford to lose the interest just now. Why don't you borrow? Why, I will lend you money if you want it, at 6 per cent."

The conclusion of the matter was that the farmer lent the retailer $80 at 6 per cent., but would not pay his account. This is surely a new type of high finance.

INFORMATION THAT PAYS.

Carelessness in securing reliable information at the time an account is opened is frequently the cause of a loss to the merchant later on. The average merchant to-day keeps his accounts in much better shape than the man in the retail business ten years ago, but there is still much room for improvement in many cases.

As a bank demands the fullest particulars when lending money, even in cases where it holds security for the loan, so should the business man request his customers to tell him something about their personal affairs, before extending them credit, which is practically the same as loaning them money.

Oftentimes some merchants depend entirely upon their ability to read human nature. A respectable looking woman will apply for credit, give her name and address and state that Mr. So-and-So works for such-and-such a concern. An account will be opened, forthwith, whereas a little investigation may develop the fact that this party, although apparently well to do, owes a bill at some dry goods store, has bought furniture on the installment plan and does not pay anything unless compelled to.

An up-to-date retail grocer in deploring recently this habit of carelessness, said, "I pride myself that I lose a smaller percentage each year from bad debts than the average merchant in my line. Of course, I get stuck occasionally, when sickness or misfortune overtakes a customer, but I am extremely careful in getting as much information as possible before any goods leave my store for a new customer. I don't trust to my memory, but have a regular printed blank which I fill out and keep on file, which reads as follows:

Name of customer .....
Wife's name .....
Address ... .
Owns property .....
Formerly traded at .....
Before that, traded at .....
Husband is employed at .....
Receives his wages (weekly or monthly) ... .
Expect that the account will run about ... .
Will settle (weekly or monthly) ....

"As a rule I ask a great many questions in addition to those enumerated on the above blank form, but this list gives me a pretty good basis to work on and I always hold a customer strictly to the terms agreed upon at the time the account is opened. I always try to find out the amount of wages the husband draws, but some families are a litle touchy on this point, and as I fill out the blank in the presence of the customer, I know that some of them will hesitate about giving the correct amount of wages.

"I always make it a point to call up the different people with whom my customers have formerly traded, and as I am on comparatively friendly terms with the other business men of my city, I nearly always get the correct report of the customer's standing with them."

DON'T HYBERNATE.

Cut down expenses when necessity demands it, but don't hybernate. To hybernate when business is dull is to court the sleep that knows no waking. When a stringency exists in the money market and trade languishes in the factory, warehouse, or store, all the more reason is there for activity, resourcefulness and enterprise.

It is when the supply exceeds the demand that a business man's capabilities are put to the test. If he can keep things going and going well, he is made of the stuff that breeds success. But no business man is exhibiting these qualities when under stress of trade he runs away and hides himself.

It is storms, not fair weather, that put the finishing touches on a sailor and it is trade storms that put the finishing touches upon a business man.

Don't crowd on too much sail; but on the other hand do not try to make headway under bare poles. Keep sails up, flags flying and let your customers know that you are on deck. Advertise the fact in the mediums that reach your customers or prospective customers. Have confidence in yourself and your customers will have confidence in you. But don't get pessimistic and hide from the eyes of your customers by neglecting to use those mediums for keeping your factory, warehouse or store and the merchandise you sell in view.

Of course if hiding from one's customers is deemed wise, let it be done thoroughly. Do not stop at removing the advertisement. Take down the sign and obliterate from all business literature the name of the firm or reference to the goods it makes.

There is nothing quite so exasperating to a customer as to have the clerk doubt his ability to pay the price. Many good clerks unintentionally hurt the prospective buyers' feeling by saying, "Yes, that's a fine tool—but it costs more!" Remember, an unprepossessing appearance doesn't indicate a thin pocketbook.

American Foundrymen's Convention

About 2,000 Delegates and Visitors in Toronto This Week Attending Conventions of Various Bodies in Connection With the Foundry Trade.

From Monday to Friday Toronto hotels were crowded with visitors attending the conventions of the American Foundrymen's Association, the American Brass Founders' Association, the Foundry Supply Association, the Associated Foundry Foremen, and another distinct body known as the Metal Workers' Club, including in its membership most of the makers of plumbers' brass goods in the United States. The latter body held its sessions at the King Edward Hotel, while the others held their meetings and had their exhibitions at the Industrial Fair Grounds.

* * *

On Tuesday the twelfth annual convention of the American Foundrymen's Association was formally commenced, the delegates, who, together with their wives, numbered about 1,500, visiting the Machinery Hall and the Process Building, where practically every process in the system of modern foundries, from the reduction of the metal to its liquid state to the turning out of the finished product, was demonstrated. In the evening the delegates attended the civic reception at the City Hall and met the Mayor and aldermen.

* * *

Dr. Richard Moldenke, Secretary of the American Foundrymen's Association, stated in his report that the membership of the organization stood at 730, although since that total had been reached new members had been received. The balance on hand in the treasury was $325. The special fund set aside for work of research stood at $848.17. Of that $300 had come to hand since the convention assembled.

* * *

An interesting paper read was that by Thomas D. West, of Sharpsville, Pa., on the subject of the prevention of accidents in a foundry. The causes for accidents were sometimes, he said, on the part of the employe and other times on the part of the owner of the plant. Indolence, smoking, drinking, rashness, stupidity, independence of orders, callousness regarding the safety of others, and sometimes deliberate trickery or spite, were the things to be guarded against on the part of the employes, while mismanagement, and the absence of safety devices and an intelligent control of the works on the part of the managers, were the things which in cases of accident are to be laid against the owners. Mr. West advocated a system in every plant whereby foremen and, in fact, all the men would know that the firm was anxious to prevent accidents, and would recognize the efforts of the men along that line.

* * *

An address by E. H. Mumford, on "Machine Molding," will be reprinted in an early issue of Hardware and Metal, together with a report of the discussion on the subject. The exhibition of molding machines was one of the most interesting features of the convention, and one which deserved the study of every Canadian foundryman, too few of whom were alive to the advantage of attending the convention and exhibition.

* * *

The Moffat Stove Co., Weston, closed down their plant Tuesday afternoon, and brought all their employes to the exhibition, in order to have them posted in the latest ideas in molding practice.

E. C. Gurney, Gurney Foundry Co., Toronto, his superintendent and 13 of his foremen, also visited the exhibit building. Each man was tagged with a "Gurney" badge.

* * *

A feature of the molding machine exhibits is the gravity machine, now being made in Canada by the Ontario Wind Engine & Pump Co., Toronto.

* * *

The completely automatic molding machine, which the Arcade Mfg. Co., Freeport, Ill., are showing for the first time, the machine not having been erected outside their own factory before, is unique in molding machines.

* * *

The American Foundrymen's Association now has 57 Canadian members, a gain of 40 since the last convention.

* * *

The Foundry Supply Association has also made a gain in membership, chiefly from Canada.

* * *

Canadian foundrymen are well represented on the new executive of the Associated Foundry Foremen: J. Gaffner, Montreal, Second Vice-President; David Reed, District Vice-President for Hamilton, and M. J. Walsh, for Montreal.

* * *

What about the formation of a Canadian Foundrymen's Association? There is ample evidence of the educational value of such organizations. Look what the American Foundrymen's Association has done for the foundry industry in the States. See the work accomplished by local organizations. Why should not the foundrymen in Canada be organized, as the New England foundrymen are, as the Pittsburg foundrymen are? Great things could be accomplished with such an organization.

* * *

W. F. Vilas, a prominent implement manufacturer of Cowansville, and a member of the Quebec Legislature, visited the convention. He said that the exhibits were most informing and admired greatly the enterprise of the members of the Foundrymen's Convention.

Among the papers read before the American Brass Founders' Association was one on "The Outside Versus the Inside Man," by W. A. Porter, of Somerville, Limited, Toronto.

* * *

The success of the convention was largely due to the tireless work of the local Entertainment Committee under the leadership of L. L. Anthes, of the Toronto Foundry Company; Fred. Somerville, of Somerville, Ltd.; R. J. Cluff, of the King Radiator Co.; Peter McMichael, of the Dominion Radiator Co.; and W. P. Near, of Page-Hersey, Limited. Mr. Anthes has been an active Vice-President of the Foundrymen's Association and deserves the honor of being elected to the Presidency.

* * *

Fred. Somerville made a record for himself as a host by taking large parties of delegates to the Brass Founders' Association and Metal Workers' Club to the magnificent new brass plant of Somerville, Limited. Autos and tally-ho's were kept busy. The expression of one visitor from the States summed up the general opinion: "I'm going to build a new plant soon, and I've learned a whole lot here. I didn't expect to find such a magnificent plant in Canada."

* * *

Among the firms exhibiting were the following. Osborn Manufacturing Co., Cleveland; Buffalo Forge Co., Buffalo; Jos. Dixon Crucible Co., Newark; Arcade Manufacturing Co., Freeport, Ill.; Cleveland Wire Spring Co., Cleveland; Carborundum Co., Niagara Falls, N.Y.; Frederic B. Stevens, Detroit; Dominion Iron & Steel Co., Sydney, N.S.; the Dominion Foundry Supply Co., Montreal; the Hamilton Facing Mill Co., Hamilton; Hill & Griffith Co., Cincinnati; Francis Hyde & Co., Montreal; Hardware & Metal, Toronto.

A "UNION" REST ROOM.

The Retail Merchants' Association of Peoria, Ill., now has in mind a plan for a centrally located rest room which if carried out will prove a great convenience for out-of-town shoppers and will make Peoria a more desirable trading centre. It is proposed to secure a large store room centrally located in which will be the offices of the association, as well as rest rooms where shoppers can meet, leave parcels and have all parcels delivered by the various stores. Tables will be provided at which shoppers can eat lunch and it is probable that a lunch counter might be installed.

These rest rooms have been installed in other large cities and have proven a great success. With the offices of the association in such a location visiting shoppers could receive rebates on railroad fare much more conveniently.

Montreal's building permits for May numbered 156, representing a value of $509,960. In addition 92 permits, valued at $149,620, were granted for alterations.

Hardware Trade in Great Britain

(From Our Special Correspondent.)

The Franco-British Exhibition.

Sheffield, June 3.—The topic just now in trading circles is the Franco-British Exhibition, but somehow or other British traders do not seem to have risen to the occasion so well as the Frenchmen. Certainly, the British trader is making a fair show, but it is small compared with that of the trader from the other side of the English channel, especially when it is considered that the exhibition is on British soil. Then there have been little internal disputes, and one Colonial Government official went so far as to mention in court, with a view to further legal proceedings, the continued persistence of the management in erecting a building which obscured the Colonial structure and exhibits. I have heard, also, of a prominent Sheffield manufacturer withdrawing because of his belief that the final terms offered to him were not so generous by a long way as those originally promised. While these bickerings have a bad effect, they will not nullify the good effect which everyone is hoping to see as a result of the holding of this huge exhibition.

A Lack of Enterprise.

One cannot help, however, noticing a lack of enterprise on the part of some of the hardware and cutlery manufacturers. As a matter of fact, not one Sheffield cutlery firm has a stand, although if any Sheffield industry needs an impetus at the present time more than another, it is the cutlery industry. It rather illustrates the force of the argument, made in relation to Sheffield's trade with Canada, that while certain styles have been purchased by Canadian merchants for a quarter of a century, the Sheffield manufacturer refuses to stock them, but instead runs the risk of being outdone by the German competitor who has an agency on the spot and out of the stock there kept he is able to meet requirements which Sheffield manufacturers would take months to supply.

The Co-Operative Store.

Since my last letter the ironmongers have been seriously considering one or two important matters which, it is felt, vitally affect the trade throughout Great Britain. At the conference of Ironmongers' Federated Associations held in Nottingham, considerable interest was aroused on the questions of how to combat the encroachments upon retailers of the co-operative store trading, and direct trading with the consumer by the manufacturer. With regard to the former, a strong opinion was expressed that the enormous dividends paid by the Co-operative Societies ought to be assessed to income tax, and some speakers advocated a boycott by shopkeepers, as far as possible, of all persons employed by, or connected in any way with, stores.

The Co-operative stores, it may be mentioned, are managed and controlled by committees of working men, and on each purchase a token is given. When the dividend is declared—it is often at the rate of 12½ per cent.—the distribution is, of course, in accord with the value of the tokens which have been accumulated. The stores themselves get the bulk, and in some instances the whole, of their goods through the Co-Operative Wholesale Society. They are really universal providers, who, in addition, run libraries, literary societies, reading rooms, and even banks for the use of their members. Co-operative societies are growing and, of course, the hardwareman is hard hit by the competition.

Direct Trading.

It was stated, too, at the conference that direct trading is increasing every year, and manufacturers are more than ever seeking orders from consumers, whom they are prepared to supply on wholesale terms. Opinion was divided on the respective merits of what were termed a white list and a black list. Already the federation has completed an "in accord' list of firms who, being always loyal to the retail trade, deserve support, but difficulties have been experienced in making this in any way representative or complete. A black list, it was pointed out, would be a simple matter, although involving some risk of legal difficulties, unless handled carefully.

The idea is to obtain a list of firms who practise direct trading, and circulate it amongst the members of the federation with a view to boycotting the offending manufacturers.

There was a lengthy discussion on price maintenance, which is a movement to prevent underselling. Already a large number of specialities are price-maintained, which is to say, that the makers sell to the shop-keeper on condition that the article shall not be sold below a fixed price. Lawn mowers, cartridges, carpet sweepers, and various domestic articles are price-maintained.

The Gun Trade.

The Birmingham gun trade have reported increased business during 1907 but some of the speakers at the annual meeting, held a few days ago, lamented the growth of American competition. The chairman remarked that 4,085 proofs at one shilling were American-made shot guns and a few rifles other than .22 bore. This was an increase, and as far as he could see, it was likely to increase as long as Americans enjoyed the privilege of perfect free-trade with Great Britain. America, once their best customer for arms, was now closed by hostile tariffs, and was a powerful competitor in the colonies, especially in Australia and New Zealand, which bore no proof marks. The Chamber of Commerce had stepped in and made representations to the Minister of Trade and Customs in the Commonwealth of Australia against the importation of unproved arms, and as a result a law had been passed whereby unproved guns imported into Australia would have to pay an extra duty of £5 per barrel.

Another speaker, W. H. Hughes, lamented that the Australian authorities were not able to go so far as to prevent the introduction of unproved guns. He did not think as a result of the law now being that guns not bearing the authorized proof marks would be subject to an extra duty of £5 per barrel, would beat the Americans out of the market. The Americans, he thought, would start a proof house in America, and have their guns proved before sending them to Australia. If they did he supposed they would be bound to accept the American proof marks.

America and Tool Manufacture.

Sheffield makers of tools have been interested to learn that in the opinion of the special agent of the Washington Department of Commerce, who has been investigating trade opportunities for the sale of machine tools in Germany, that, while there are a great many tool houses in Germany, many are mediocre, others are doing good work and that there are a few who may be classed as really dangerous competitors of the best American machine-tool firms.

It matters not, the agent observes, whether all or any of these firms can actually be accused of copying American machines; the fact remains that the grade of work turned out by the four establishments named by him so closely approximates to the standard American work as to make it very difficult for the general run of buyers to detect any difference. One German firm has actually secured orders for machine tools in the United States, despite the 45 per cent. duty, and another maker has secured an order from one of the American automobile firms.

In each instance the merit of the machine was more of a controlling factor than the price. The German shipyards have been giving out some extensive orders for pneumatic tools, and one American firm has received some substantial orders for compressors.

Trade With America.

The effect of the American crisis is still playing havoc here. The principal of one of the biggest firms which had been doing a continually increasing trade in steel products with America for some years, has told me that he is not sending an ounce of goods or material of any kind to America just now. Trade is so slack that some of the biggest works shut down for half

the week, and everywhere short time is the rule.

Those who trade with America report that there are signs of recovery, but in the case of inquiries and orders from America, they are on a reduced scale, one well-known firm of safety-razor makers having reduced their order for steel by one-half.

The weakened state of the motor-car industry all over has resulted in a very considerably reduced demand for the special steels which Sheffield manufacturers have placed on the market for Continental and British makers.

A Steel Combine.

There is to be another combination in the steel trade and this time it is for the benefit of the makers of rolled steel joists. A conference has been held in London—as a result of a suggestion from Germany—of makers of rolled steel joists in the United Kingdom, Germany, France and Belguim, the object being to arrive at a basis of agreement for regulating the export trade of those countries. The competition has been very keen for all contracts that come into the international market, and prices are severely cut.

The basis of compact arrived at is that the trade of the United Kingdom and of the British Colonies should be entirely in the hands of the producers in England and Scotland, and that all the other markets of the world should be given up to the continental makers. Competition from America is meanwhile regarded as a negligible quantity, except in Canada, and there it would have to be dealt with by makers in this country. It is not denied that the direct object is to raise the price of the manufactured articles, and if the scheme becomes formulated, an immediate advance of 5s. to 7s. 6d. a ton on material may be taken as assured.

Declining Export Trade.

Some figures of particular interest I have extracted from April Board of Trade returns for the benefit of your readers. They illustrate how trade between Great Britain and Canada and the United States has fallen off. In April last the value of hardware exports to Canada was £3,604 as compared with £6,212 in April, 1907 and £4,649 in April, 1906. If the first four months of the year are taken into account, the value in 1908 is £13,011 as compared with £19 108 in 1907 and £15,930 in 1906.

The decline in the hardware trade with the United States is not so marked as with Canada. In April last the value of such exports to the United States was £2,259, not £200 below the £2,402 in April, 1907, but a little more below the £2,459 value for April, 1906. Taking the totals of the first four months, it is seen that the 1908 total is £7,747, certainly a long way behind the £11,040 in the first four months of 1907 and the £10,912 in the corresponding period of 1906.

The decline in cutlery exports was about the same. Taking Canada first the April 1908, total was £7,393, in comparison with £10,172 in April, 1907, and £7,720 in April, 1906. The first four months of the year comparison shows 1908 with a total of £22,904, while 1907 was £29,-174 and 1906 $23,659.

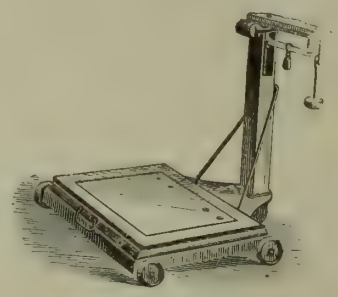
The exports of cutlery to the United States in April were valued at £5 704, only £5 behind April, 1907, the April, 1906, figures being £6,228. The value during the first four months of the year was £18,507, contrasted with £28,221 in the corresponding months of 1907, and £25,710 in the corresponding months of 1906.

Scale in Constant Use for Fifty-Two Years

A Gurney Scale in Wood, Vallance & Co.'s Warehouse at Hamilton Still Being Used, Though Purchased in 18 56—Can This Record Be Beaten?

A platform scale that has seen service for fifty-two years may be considered a veteran among weighing machines. That is the life history of a scale now in use in the wholesale hardware house of Wood, Vallance & Co., Hamilton, but that bald statement does not give the whole of the facts. The scale in question has had the hardest kind of service. For, in each of the fifty-two years of its service, it has been used to weigh many thousand tons of iron, and that is probably the hardest service that can be imposed upon a scale. And, the scale is still in use; and, while its platform shows signs of hard work, the machine as a whole is apparently as good as new, and able to do duty for many years to come.

This scale was built by E. W. Ware, the founder of the company now known as the Gurney Scale Company. Mr. Ware established the first scale-making industry in Canada, coming from Vermont for that purpose. The business grew rapidly, and after some years, E. and C. Gurney acquired an interest in it. But it was some years before the firm name was changed that this scale was built. It was purchased by the late Senator A. T. Wood in 1856, at the time of dissolution of the partnership between himself and Joel Carpenter, when he went into business for himself in the premises now occupied by Wood, Vallance & Co.



Gurney Platform Scale.

This scale is almost identical in pattern with the scales now turned out by the Gurney Co. On its beam the name of E. W. Ware, Hamilton, Canada West, is still legible, though it has been almost obliterated by time and repeated polishings. The words "Canada West" indicate that the machine is older than that great political entity which we proudly own as the Dominion of Canada. Indeed, it was made eleven years before the Dominion had being, when the present Province of Ontario was known as Canada West. On the side, and worked in the wood, was the number 100, showing that it was the one-hundreth of that size of scale made in the factory. When Mr. William Vallance, the senior member of the firm of Wood, Vallance & Co., drew your correspondent's attention to this number, the thought naturally arose, Where are the other ninety and nine of the old standbys, and how many of them are still in use? It may be doubted if there is another scale in America which has seen so much service, as this scale, and is still doing duty on the firing line, after a life of over fifty years.

CUT IN STEEL PRICES.

A conference of fifty leading steel manufacturers of the United States, under the chairmanship of Elbert H. Gary, of the United Steel Corporation, was held in New York on Wednesday, at which the question of lower prices on iron and steel products was discussed. After an all-day session it was decided to make a general reduction in steel prices, with the single exception of steel rails. A reduction of 50 cents per ton on ore was also decided upon. The reductions decided upon are as follows:

Billets, $28 per ton to $25 per ton, Pittsburg; sheet bars, from $29 per ton to $27 per ton, Pittsburg; plates, from $1.70 per 100 pounds to $1.60 per 100 pounds, Pittsburg; structural iron, $1.70 per 100 pounds to $1.60 per 100 pounds, Pittsburg; merchant pipe, a reduction of two points or $4 per ton, Pittsburg; wire nails, from $2.05 per 100 pounds to $1.95 per 100 pounds.

Sheet and tin plates were reduced early in the year, therefore no changes were considered in the prices of these products.

It is understood that wages will remain unchanged.

So far the Toronto market has not been advised of any change and quotations remain, although the cut is expected and may come any minute.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 64.)

SEASONABLE SUGGESTIONS.

What to Order—Harvest tools, hay carriers, hay fork pulleys, harpoon forks, scythes, rakes, rope and clevises, guns and ammunition.

Sort Up—Ice cream freezers, lawn hose, fishing tackle, cutlery and plated-ware.

Lines to Book—Snow shovels, axes and handles, skates, horse blankets, apple parers, cherry seeders and fruit presses.

Advertise and Display—Lawn mowers, seats, hammocks, screen doors and windows, refrigerators, freezers, carpenters' tools, camp outfits, sporting goods, cutlery and silverware.

MARKETS IN BRIEF.

Montreal.

Pig Iron—Steady.
Tin—Cut of 50c.
Copper—Unchanged.
Lead—Cut of 10c.
Spelter—No change.
Turpentine—Unchanged.
Linseed Oil—No change.

Toronto.

Pig Iron—Unchanged.
Tin—No change.
Copper—Unchanged.
Lead—No change.
Turpentine—1c lower.
Rubber—¼c higher.
Leather—Advance likely.
Pressed Spikes—Declined.
Coopers' Nails—Now 33 1-3 off.
Upholsterers' Tacks—Now 85 and 10.

MONTREAL HARDWARE MARKETS

Montreal, June 12.—Owing to the elections, trade fell off a little this week although a fair volume of business has gone through. Orders are somewhat heavier in bulk, showing that dealers are losing their conservative view of buying, and are commencing to book further ahead. Sorting orders are strong in hose, lawn mowers and refrigerators, and it is evident that many dealers through buying in small quantities are short on many lines. This sort of thing will probably be experienced until the fall, when the more liberal booking policy now commencing will fill up stocks more completely.

The usual estimates as to the wheat crop in the northwest are being published, and although there is the customary diversity of opinion as to the exact total, the general view seems to be that the wheat acreage will not be less than six millions. A general average of seventeen bushels would give a hundred million total, while a good average crop of 20 bushels would add twenty millions more to the amount. With the other wheat growing districts equally showing great promise, there seems little doubt as to the wonderful harvest in front of the farmers. Dealers would be wise to look well ahead so far as their harvest and fall requirements are concerned, for heavy trade is anticipated by manufacturers and jobbers.

Prices are keeping firm, while manufacturers report that they are well up with their stocks. Trade is increasing splendidly in most districts, and the stores are keeping pace with the improvement in business conditions generally.

Builders' Hardware—The growing activity of the building trade is being reflected in hardware supplies. Good quality lines are moving splendidly, and dealers have evidently found that it is more satisfactory to their customers to discard the cheap lines that at one time flooded the market. Nothing sets off the appearance of a house better than good quality locks, butts, etc., while with the wear and tear on these articles strength is most essential. That builders are finding this out is apparent from the style of goods that now find favor in their eyes. Lock sets, brass, bronze and steel escutcheons, door handles, push plates and butts are moving well.

Harvest Tools—With the harvest prospects so favorable, dealers are anticipating a good season and are ordering more freely than was noticed in earlier lines. Harpoon forks, hay carriers, scythes, rakes, rope and clevises are moving well. Prices are unchanged and good business is anticipated.

Cutlery and Plated Ware—Good sorting orders have been received, and it is evident that dealers generally have been doing a good trade in presents. June this year seems even more the month for marriages than in other years, and the hardwareman who is pushing his fancy department and giving a good display to carvers in cases, and other case goods, spoons, forks, and cut glass dishes, is reaping the benefit.

Summer Goods—Lawn mowers and hose continue to be in strong demand, due, no doubt to the splendid growing weather being experienced. Sorting up orders in refrigerators, ice tongs, ice cream freezers, and water coolers continue to come in well. A decided stimulation has been given to swings and hammocks, while carpet sweepers, washing machines and wringers are in fair demand. Gardening tools are more slack than they were, but satisfactory business is being done.

Sporting Goods—All lines are in good demand, and the season promises to be a most satisfactory one. There is no diminution in the sporting tendency of the country, and dealers are doing good business. Fishing tackle and automobile supplies are moving well, but yachting sundries have fallen off somewhat. There is, however, no decline in baseball, lacrosse and football accessories.

Screws—Better business has been done, some good size orders being placed this week. We continue to quote discounts at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head, brass.

Railroad Supplies—Fair orders have been received, and inquiries seem to promise better business in the near future. Picks, hammers, blasting powder, and track spikes are moving most prominently. Prices are unchanged.

Fruit Preserving Goods—Orders are commencing to come in for apple parers, cherry seeders, and fruit presses. The fruit season promises to be a heavy one, and dealers should be prepared for a good demand.

Bolts and Nuts—Orders are somewhat slack again but the demand is expected to look up again next week. Tapped nuts are moving most prominently. Prices are unchanged. Nails are in fair demand. Dealers report a good business at the unchanged price of $2.30.

Carpenters' Tools—The heavy season for these lines is now nearly over, although some good sorting orders have been received. The demands will probably be continued all through, as dealers are not overstocked.

TORONTO HARDWARE MARKETS.

Toronto, June 12.—Reports do not show any material change in the situation, although a much better feeling undoubtedly exists as it is generally conceded that the crops throughout Canada will reach a record-breaking total and the wheels of industry will revolve with renewed energy in an effort to keep pace with a rush of orders.

Manufacturers who have had their ears to the ground are preparing for the expected rush this fall and retailers, also, are beginning to realize the advisability of taking a more optimistic view of the future, as well as the necessity of placing orders early in order to be certain of securing goods when wanted. With a good crop there is bound to be a rush of business and if factories are only working to part of their capacity stocks will be light and goods slow in being delivered. Indeed, at present an awakening is already noticeable throughout the farm districts in Ontario. Towns and cities where merchants depend upon factory workmen for their trade are still going slow with orders purely of a sorting nature. In the districts where farming is the chief industry, however, dealers are busier and consequently more willing to place orders for future as well as for present delivery. It looks very much as though the turn of the tide had come in these districts.

There is much speculation as to what reductions are going to follow the cut in iron and steel products across the line. As we have pointed out, hardware manufacturers have been sitting tight up to the present time but it is possible that the cut in iron will affect many U.S. hardware manufacturers' prices.

An advance in leather goods, belting, lace, etc., seems imminent. At a meet-

ing in Toronto on Wednesday it was decided that as hides have advanced fully 20 per cent. over the low point reached and are still advancing, prices of leather must be again increased. Contracts for future delivery have not been accepted, and as stocks of leather and of goods in which leather is the principal factor, are not large, much higher prices are anticipated.

Summer Goods—A good trade is being done in sorting up on seasonable lines, such as screen doors and windows, lawn goods, hammocks, refrigerators, etc. Retailers are experiencing a fair demand and as stocks are light new supplies are being asked for from jobbers.

Harvest Tools—With the harvest season close at hand retailers are having quite a call for hay rakes and other harvest tools. Repairs to machinery are also being made and both jobbers and retailers find this an active line.

Sporting Goods—The vacation and tourist season is beginning and trade is changing from the supply of outfits to clubs to the paying line of camp supplies, canoes, knives and the numerous odd things required by men who spend a fortnight or more next to nature. Target pistols, etc., are in fair demand and many are placing orders for the fall shooting goods.

Cutlery and Silverware—A brisk trade is being done by retailers in cutlery, carving sets, flat and hollow ware, cut glass, brass goods and other lines suitable for the honeymoon season. This is a profitable line to put some energy into at this season.

Kitchenware—The establishment of many new households is creating a lot of business in stoves and cooking utensils. Newly married couples have to furnish up and as the fashion is not yet general to give kitchen goods as presents, some good-sized orders are secured. Some dealers create a good deal of business by showing a window display of a bride's kitchen. Gas and oil stoves and other summer kitchen needs are moving nicely.

Builders' Hardware—A steady sorting trade is being done in both builders' hardware and mechanics' tools. With all the talk of a falling off in building there is still a steady call for supplies and many dealers are finding this much larger than looked for.

Heavy Goods—Changes have occurred in pressed spikes, coopers' nails and Swedes' tacks for upholsterers. The latter are now quoted at 85 and 10 per cent. and coopers' nails at 33 1-3 per cent. In each case the price is a decline as is also the new $3 quotation on pressed spikes, the old figures being $3.15. Wire nails, fencing, screws, bolts and nuts and similar goods are unchanged with a seasonable demand. Stocks are all in good shape.

Camp Supplies—A considerable trade is being done in supplies for railway and mining contractors. Powder, shovels, picks, barrows and goods of that class are moving freely.

MONTREAL METAL MARKETS.

Montreal, June 12.—Leaving out undiminished interest in the effect of the $4 cut on United States steel bars and small structural shapes, the metal market generally has been very dull this week. Barring copper, prices are not strong, and there is the utmost reluctance to express an opinion as to which way the markets are trending. The demand is still very shy, and there has been apparently very little improvement, if any, over the opening days of the month. The only measure of congratulation is in the fact that there has been no retrogression. It is high time now that consumers should come forward more readily. There is an improvement all the way round in industrial activity, and farming prospects were never better. The acreage under grain, not only in the vast American continent, but in the Old Country as well, is a record one, and the weather, up to now, has been all that could be desired. Crop reports give most glowing accounts of the grain growth, and surely with all these indications of prosperity, there should be more confidence as to business development. Depressions are hard to recover from, however, and the purchasing desire of a community cannot be driven. The only way is to wait with due patience until consumers are fully convinced that there is no reaction likely and that their buying will be done at the best possible price.

Owing to the Whitsun holidays the English markets were closed during the earlier part of the week, and this had the effect of making prices easier. Tin has been irregular as well as spelter. Lead is very weak. Copper in the States keeps firm under a quiet demand.

In present circumstances great interest is attached to the announcement that the biggest steel rail contract has been secured by the United States Steel Corporation. It is for 1,000,000 tons of rails to be used in relaying the entire Trans-Siberian Railway. It is understood that two years' time is asked by the Corporation in which to do the work which will amount to $25,000,000. The largest rail contract previously was that of 600,000 tons, sold by the Carnegie Steel Company to the C.P.R.

Locally, the demand is fair, with no large orders going through. It is more than ever evident that consumers are splitting their orders up, rather than book a large amount at the present state of the market. Tin and lead are both cut. Other prices remain steady.

Iron—Pig iron still remains firm, and good orders have been booked locally It is evident that there is greater acticity in manufacturing circles, and the iron trade is feeling the effect. The opinion is held that a strong demand is commencing to open out. The English market remains firm, with good exportations. There has been no report of any cut in steel products, but it is stated that steel makers in Scotland have followed the cut in the States and have reduced prices all round by five shillings a ton. General confirmation of this is lacking. Conditions in the States are unsettled. The cut has not tended to improve matters, neither for the moment does it seem to have improved business. The demand generally, which strengthened somewhat last week, has fallen off again, and with some interests calling out for the maintenance of prices, and some for a reduction, the situation is weak. Locally, we still quote: Middlesboro, No. 3, $18; Summerlee, No. 2, $20.

Tin—With the interference of the English holiday, the primary markets have been very weak. There is little business doing, and with tin being offered readily, prices have suffered. Unless the tin plate concerns in the States rally round the market again, it looks as if the metal will remain weak for some time. The bulls who held the English market for so long are evidently beaten for the time being. Locally, a fair volume of business has gone through, bu the orders have been on the small size. With the weakness in the primary markets prices have been cut 50c.

Copper—The copper markets are firm under a quiet demand. The various grades keep well up in New York, and there is a confidence in the metal which has the effect of strengthening quotations everywhere else. Locally the demand has changed very little from the previous week, but on the whole it has had an upward tendency. Copper has held its own remarkably well, and should reap the reward of its confidence. There has been no change in prices.

Lead—Lead is very weak in the Old Country, and the demand is slack. Ever since the middle of May, prices have been falling, and this has naturally affected the local market. Quiet business has been done locally, and, as anticipated last week, imported lead has been shaded 10c and we now quote $3.60.

Spelter—Spelter keeps very firm East St. Louis under a slightly better demand. The market in the Old Country is somewhat weaker. Locally, under fair business, there is no change in quotations.

Old Metals—There is no change in quotations: Heavy copper and wire, 10½c; light copper, 10c; heavy red brass, 10½c; heavy lead, 2½c wrought iron, $11; No. 1 cast, $13; No. 2 cast, $10.

TORONTO METAL MARKETS.

Toronto, June 12.—Probably the most talked of situation in the metal market is the cut made last week on steel and iron bars in the United States. So far there is no reduction on other steel or iron lines, but rumors are abroad that an easier market will prevail before many days go by. Locally, the majority of metal men do not think there will be a decline, as they believe it would mean a demoralized market, and one fairly well-informed man said if a cut takes place it will be hard to say where the prices will go to. The

daily papers published an Associated Press dispatch a day or two ago to the effect that interviews with representatives of the large iron and steel interests of Pittsburg seemed to indicate a general reduction of all steel products, with the exception of steel rails, it being believed that the reduction would result in greater activity in the mills. However, the meeting in New York this week should do much to clear up this matter.

On the question of increased consumption resulting from a lowering in price there appears to be a divided opinion. The stand-patters are letting orders go by in preference to trying to meet the prices of those looking for business; holding that present prices return but a fair margin on investments, and that it is better not to do business at all than to do it on a losing basis.

Southern pig iron men two weeks ago began advancing prices,but the drop in bars called a halt to any higher figures. It is said these mills have enough orders on hand to last until October. Buying in the pig iron market generally was fair last week considering the position of affairs, but, naturally was much weaker than the previous week.

In the rail market report says the Trust may get a $25,000,000 order for rails for the Siberian Railway, but locally not much credence is placed in the report. The rails on the Grand Trunk west of London will be relaid this summer, the old rails will go into the furnaces of the London mill, though some of them may be re-rolled.

With the exception of tin and copper which have shown gains in the primary markets, there is very little change locally, and even in these two lines the price quotations are the same as a week ago. Ingot metals are a little in demand, and the whole metal situation seems a shade brighter this week. A special note in this regard might be mentioned in the fact that the brighter outlook for copper has caused the British Columbia mines and smelters to show more activity.

A local feature is the firming up of rubber in old materials. A Buffalo dealer during the past few days has been buying up great quantities of old rubber at a fair price from the smaller dealers, and indeed has been buying outside Toronto as well. This has sent up the price to 6¼c and some sales went as high as 7c. What the intention of the Buffalo man is cannot just now be ascertained, as the large rubber manufacturers in the United States are not placing orders and the smaller users are taking but small quantities.

The uncertainties of the canning industry, owing to weather conditions, is interfering with the tin plate trade, but the cheering crop reports of the past few days should do much to help solve the situation and put a more confident tone into the market. Whether black and galvanized sheets and pipe will be affected by the decline in bars remains to be seen. One prophet says all lines will be down before July 1.

Pig Iron—The market is at present at a standstill, buyers wishing to make sure of a steady price before placing orders. There have been some small sales, however, for immediate consumption. Prices remain as before: No. 2 Canadian foundry, $18.75; Middlesboro No. 3 Summerlee No. 2 and Cleveland No. 1, $20.25.

Tin—This line has gained a little in the primary markets, though Toronto quotations remain as last week, $31 to $32. Tin has been one of the best sellers of the week.

Plates and Sheets—Both lines are in fair demand. Locally, prices are the same as last week and unless there is a decline in the United States as a sympathetic result of the lowering on bars, Toronto prices will remain as at present until the fall.

Copper—Still irregular, this line with tin, was a good seller during the week. The local price is unchanged, 13¼c to 13¾c for casting ingots. Both London and New York report advances this week. but it may decline again any time.

Lead—The price of a week ago, $3.65 continues to rule the local market, but sales are small and the business rather quiet.

Spelter—A little better business has been done than in lead. Foreign is still quoted at $5. Though the trading might be brisker, sales appear to be fairly satisfactory.

Old Materials—Locally this line has furnished the most interest during the week. Old rubber has firmed up and is now quoted ¼c higher than last week. Other prices are unchanged. Old materials generally are being accumulated, dealers holding out for a rise which may come at an early date. Collections are rather slow. Heavy copper and wire are 11c; light copper, 9¾c heavy red brass, 9¾c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 3c; zinc, 3c; No. 1 wrought iron, $9; stove iron, $11; machinery cast iron, $14; rubber, 6¼c.

U. S. METAL MARKETS.

New York, June 11.—The Iron Age says: "So far as the attitude of the iron trade can be gauged so soon after the announcement of the readjustment in prices on steel billets and certain lines of finished materials, it is one of disappointment. It is not radical enough and merely recognizes concessions which had been more or less openly made during recent weeks, and which had been undermining confidence both among sellers and among buyers.

"The earlier cut in steel bars is now understood to have been the outcome of some low prices made at Chicago on material for agricultural implement makers and the lowering in the official price which followed has brought out only a part of the contract tonnage. This is believed to have aggregated about 60,000 tons out of total estimated requirements of about 200,000 tons.

"We are officially advised that one of the leading independent sellers of lake iron ores is not yet ready to quote prices, although the firm in question is widely reported in the trade to have sold at a reduction of 50c per ton. Other sellers, apparently, are now willing to make that concession to the furnacemen.

"Although it was not specifically referred to at the meeting, it is understood that the delivered prices on steel billets and sheet bars make the same additions for freight to the new base price at Pittsburg as heretofore; in other words, generally speaking, one-half the freight.

"It is, of course, too early to judge whether the new prices on finished materials will encourage buying. The experience in the steel bar trade does not hold out much hope in that direction, and the character of the reduction does not seem to foreshadow any energetic movement in shapes, plates or wire.

"Pig iron in Birmingham has settled quite firmly down to $12 for No. 2 foundry, and the markets west of the Alleghenies are steadier and quieter. On the seaboard and in New England, however, the markets have been quite demoralized, owing to very sharp competition among Eastern makers. Eastern Pennsylvania makers have sold No. 2 foundry as low as $16.50 to $16.75, delivered, in New England, the Buffalo makers apparently holding back. Considerable sales have been made on that basis. Foundry iron has sold in the New York territory as low as $15.50 to $16, and low grade irons have been placed below $15 on the Delaware River. There have been large sales, aggregating 30,000 tons, of basic pig in Eastern Pennsylvania, down to $15.25 delivered."

U. S. IRON TRADE.

Cleveland, June 11.—The Iron Trade Review says: "The iron and steel industry has reached the most interesting stage of the present depression. The atmosphere has been surcharged with a spirit of expectancy, confined not merely to buyers looking for price concessions, but also to sellers deeply concerned as to seeing what course would be adopted at the New York meeting. It is too early to predict what will be the effect of the new schedule on the market, but there is abundant ground for reasonable hopes of improvement in demand.

"Pig iron shows greater strength than at any stage of the present advance. Buying has continued longer in the face of the increased price, and in much greater volume than was anticipated, and although the total tonnage placed last week was, perhaps, slightly less than during the preceding week, a very encouraging quantity of iron, both northern and southern, was bought, and inquiry is still coming in freely."

The Dominion Copper Co.'s smelter at Phoenix, B.C. will shortly resume work, and the Brooklyn and Rawhide mines, closed since last November, will again be in operation.

Quebec and Maritime Provinces

New Brunswick Foundryman Dead—Public Works for St. John—Waterworks Extension at Knowlton, Que.—Railways Slow in Delivering Goods—Glass Works May Be Established at Halifax.

HALIFAX.

June 6.—Jobbers report the hardware trade to be in a very satisfactory condition. Business all around is quite brisk for the season of the year. The prosperity of the fisheries is the cause of much of the activity, as large supplies of twines, nets, hooks, etc., have been shipped to various points along the coast. Prices remain pretty steady at present, but a reduction is looked for in some lines of metals, following the cut made by some of the large mills in the United States. Notwithstanding the depressed financial conditions in some places, there is quite a lot of building operations going on in Halifax this summer. The plumbers are very busy, some of them reporting that they have all the work that they can attend for months.

* * *

There is a good demand for wire fencing, rakes, forks and such class of goods.

* * *

Some of the jobbers are still complaining of the delay in the shipment of goods. It is not due altogether to the manufacturers, but the railways are to some extent to blame. The North Sydney agent of a farming implement company states that goods shipped from Truro, N.S., did not reach him until nearly two weeks after they were ordered. At the outside he should have got possession of the goods in three days. He had made inquiries at the freight shed, but each time he was told that the harrows had not arrived, but while he was looking over the goods he found them. He claims that they were properly addressed him, while the railway men say that the bills came with the wrong name.

* * *

The McClearn Hardware Company, Limited, of Liverpool, N.S., have purchased the harness business which was carried on by E. A. Cowie, in the town of Liverpool, N.S. They intend not only to manufacture all the harness sold in their own store, but to manufacture for outside trade.

* * *

The wood working factory at Chaswood, Halifax County, formerly operated by H. C. Taylor, has been purchased by Arthur Annand, who is installing a new plant and preparing to push operations vigorously.

* * *

Frank D. Hillis, of James Hillis & Sons, foundrymen, has left for Toronto to attend the annual meeting of the American Foundrymen's Association.

An effort is being made to establish a glass works in Halifax. The promoters are Frank Reardon, J. A. Watt, C. E. Silliker and G. R. Ramey. A limited stock company has been proposed for the manufacture of glassware. They intend to purchase land in the suburbs of the city, erect a factory, and employ at least thirty hands. The promoters have made application to the City Council for free water, as this will be most essential for the work. Before granting the request, the City Council will procure further information about the proposed new industry.

ST. JOHN.

June 10.—Conditions in the hardware trade here are practically unchanged. Business is good, especially in sporting goods. The retail hardware clerks enjoyed their first Saturday half-holiday this season on the 6th inst.

* * *

At a meeting of the city council on June 1 a committee was appointed to look into the matter of building a bridge across the harbor. The cost is estimated to be in the vicinity of half a million. Provision would be made for railway, street cars, teams and pedestrians.

A committee was also appointed to proceed to Ottawa to confer with the Minister of Public Works as to the government assisting the city in providing more wharves on both sides of the harbor, to keep pace with the growing shipping trade.

* * *

The granite cutters at St. George are on strike for an eight-hour day. The manufacturers have refused to grant their demands, and as a result every granite concern is closed.

NEWCASTLE.

June 4.—The N.B. Iron Mines Company met here a few days ago and elected the following directors: James Robinson, exM.P., Millerton, President; Wm. E. Fish, Newcastle, Vice-President; John Ferguson, Newcastle, Secretary-Treasurer; R. A. Lawlor and F. M. Tweedie, Chatham.

* * *

The Company will begin actual boring about the 15th instant. Their areas adjoin the Drummond lands.

* * *

Martin W. Stevens, manager of the Londonderry Iron Mines, Nova Scotia, began work on the Drummond Mines on Nepisiguit River, near Bathurst, N.B., on the 2nd instant. He expects to be shipping ore to the Old Country about the end of August.

* * *

Besides those erected by private parties, J. B. Beveridge, who is building the big paper mill at Lower Derby, will construct at least twenty-five new dwelling-houses there this season.

* * *

Work is plentiful for laborers this summer. Although lumber is scarce and the milling season will be short, a large number of men are employed by Rhodes, Curry & Co., enlarging the I.C.R. roundhouse here. And hundreds of natives will find work on the G.T.P. in the centre of the Province.

* * *

Walter McFarlane, of McFarlane, Thompson & Anderson, owners of the N. B. Foundry at Fredericton, dropped dead on May 29th, aged 69. He was last of original members of the well-known firm. He was a widower and childless.

SHERBROOKE, QUE.

June 8.—H. C. Wilson & Sons, of this city, recently completed the purchase of a building site, just south of the Duncan block, about 40 feet frontage and 100 in depth. The purchase was made from the McKechnie estate. The above firm intend to start operations early next spring and propose to build a thoroughly up-to-date piano store and warehouse.

* * *

The contract has been let for the waterwheel and accessories in connection with the new pumping station. The Jenckes Machine Co. is the successful tenderer.

* * *

The work is about to be started on the new waterworks extension in Knowlton. Pipes have arrived during the last four days. Two car loads of pipe joints and appliances for the new line have been unloaded and the men have begun on the ditch and reservoir. Superintendent Courtney has charge of the work.

EASTERN CANADA GOSSIP.

Brace, McKay & Co. grocers and hardwaremen, Summerside, P.E.I., are enlarging their premises.

The hardware, lumber and general business which has been carried on at St. Andrews, N.B., by Mrs. Annie Glenn since the death of her husband, and which was originally the property of Robinson & Glenn, has changed hands, the new purchasers being James A. Shirley and Capt. N. M. Clarke. The firm name will be J. A. Shirley & Co. and they intend enlarging their business to take in some other lines. It is their intention to repair the wharf in the rear and erect a large storehouse thereon.

Trade News in Ontario

Controversy Over Early Closing at Peterboro—Important School Contracts at Fort William—Much Building at Ingersoll—Price Cutting at London.

BELLEVILLE.

June 9.—John May, one of the most experienced hardwaremen in this city, has recently branched out for himself in the general hardware business, including stoves and tinware. Mr. May came to Belleville in the year 1883, from Devonshire, England, where he was born. Before coming here he had served an apprenticeship of six years as an ironmonger. He first entered the hardware business here as clerk with J. W. Walker. Leaving there he engaged with W. W. Chown & Co., where he remained six years. Then he joined the late John Lewis Company, where he remained for some time, and then once more allied himself with the W. W. Chown Co., remaining there ten years, and this spring started a business for himself. He has a handsome store, situated almost opposite his former employer's. Mr. May reports trade excellent, and says he has done phenomenal business in all spring requisites. He mentioned especially lawn mowers, saying that he had sold during the past week nearly two dozen.

* * *

The hardware merchants report that the past hard winter has had a depressing effect on the trade in dairy utensils, owing to the high price of grain and hay. Luckily, the recent rains have been productive of causing good pasture and the increased flow of milk has inspired confidence among those engaged in the dairy business. There has recently been a lively demand for milk cans, pails and pans, as well as for screen doors, screen windows and garden hose.

* * *

In the local Grand Trunk freight sheds here there has been for the past month nearly one thousand window screens consigned to a certain Belleville hardware firm, which will not be taken out, but will be returned to the manufacturers. The firm claim they were not ordered.

* * *

W. H. Drew, the third member of the firm of the Martin-Senour Paint Company, of Chicago, and Montreal, was in the city for the past few days the guest of Mr. W. T. Fleming, the local traveler for this district, for the company. Mr. Drew expressed himself as being delighted with Belleville and its many advantages, and Byron Hudson, head of the Hudson Hardware Company, told your correspondent to-day that it is almost impossible to fill the orders, so great is the demand for this paint. The Hudson Hardware Company are the sole agents in this district, and Mr. Hudson is continually boasting of the fact that this is the only paint sold in Canada under a Government guarantee.

The W. W. Chown Company has just installed a system of sanitary plumbing in the residence of ex-Mayor Walmseley, and also a system of hot water heating in the residence of E. F. Dickens, the well-known confectioner.

* * *

W. C. Springer, manager of the Belleville Hardware Company, is in the Lower Provinces on a business trip.

* * *

The John Lewis Company have installed a system of plumbing and heating in the residence of Rev. A. Martin. This firm is very busy.

* * *

Wm. McGie has just completed the installation of a hot water heating system in the residence of F. Chas. Clarke, druggist.

* * *

Marsh & Henthorne, well-known foundrymen, have a large staff of men engaged in erecting steel tanks at the Lehigh Portland Cement Company's plant.

* * *

The new Brass & Steel Goods Company are very busy filling orders for the new style of padlocks. The Belleville Hardware Company report business very brisk.

KINGSTON.

June 10.—Business continues good in most lines. The spring demand for gardening tools, fencing and the various other articles required by the farmers and gardeners at this time of the year, has been very satisfactory, and, taken altogether, trade is looking very good at present.

* * *

The tinsmiths' strike is still on and from all reports, there is no sign of any settlement being made at present. The employers say that the men could not have chosen a better time to go out as there is very little work for tinsmiths at present, and they claim they are not suffering much from the strike.

* * *

W. Frank Murphy, representing the Magnolia Metal Company, Montreal, was in the city last week on business.

* * *

The remains of the late Captain William Lewis, a former Kingstonian, and father of Lewis Bros., wholesale hardware merchants, Montreal, who died at that place this week, were brought to this city for burial in Cataraqui cemetery on Wednesday.

* * *

The Canadian Locomotive Works disbursed to the workmen of Kingston last year $457,000. This was exclusive of materials that had to be purchased outside. All other local institutions combined do not expend so much money here. For instance the Royal Military College total expenditure is $90,000 a year; artillery and Eastern Ontario staff, $91,000. With the penitentiary and asylum added, the locomotive works expends more than the whole of them.

Two years and a half ago, when the people voted the works exemption from taxation on extensions, the company agreed to expend $250,000 in three years. This has been done and a quarter of a million dollars more will be expended on the works, which in five years hence will likely employ 1,000 men, as against 600 at present.

PETERBORO.

June 9.—During the past two weeks building permits aggregating $21,030 have been issued to Peterboro builders which means that with the advent of the warm weather the building trade here has been given a boost. The above sum covers 21 permits, 10 of which are for new houses, the remainder being for additions or improvements.

* * *

The real estate firm of Blewett & Middleton have opened a new office on George St.

* * *

George Maitland, of the Maitland & Moore Roofing Company, fell last week from a chimney on to the roof below and sustained some severe injuries. His head and hand were badly cut, necessitating several stitches and preventing him from resuming his duties for some days.

* * *

The question upwards in the minds of local merchants at the present time is whether the stores shall or shall not close on Thursday afternoons during the summer season. One night last week a representative meeting of members of the Retail Merchants' Association was said to have been held to discuss the problem and the arrangement reported next day was to the effect that no Thursday half-holiday would be held but that the stores would close every afternoon at five o'clock excepting Saturday. No hardwaremen, as well as heads of other businesses were present and now there is one faction of the Retail Merchants' Association wanting the Thursday half-holiday. The former claim that the half-holiday is a disadvantage to everyone and especially to the commercial men who arrive in the city on Thursday expecting to do business. The clerks, of course, want the half-day, claiming that the five o'clock scheme is of practically no benefit to them. It would only mean that they get home for supper possibly half an hour earlier. No decision has yet been arrived at, and thus the matter stands.

* * *

George Spicer, foreman of the C.P.R. section gang west of the city, has gone to Manvers with 40 men to lay two miles of steel rails to the east of that village.

* * *

W. G. Ferguson, of the Kingan Hardware Company, has erected around his property one of the prettiest lawn fences

in the city. The railing and posts on which the wires are strung are composed of iron pipe and the posts are imbedded in cement. It was manufactured by the McGregor-Banwell Fence Company.

* * *

A writ has been issued by W. R. G. Higgins of the Higgins Hardware Store against the C.P.R. Sanderson, Pearcy & Co., of Toronto, claiming damages to the extent of $328 for short delivery and damages to glass. Roger, Bennet & Goodwill, of Peterboro, are the solicitors for the plaintiff.

* * *

Last Thursday afternoon Joseph Showalter, superintendent, of the Pre-Payment Meter Co., met with a painful accident by having his hand badly burned in an explosion.

TORONTO.

June 10.—In connection with the revival of bicycle riding, it is reported that the directors of two of the leading English firms, one of Birmingham and the other of Coventry, have come to an agreement whereby they will jointly establish a bicycle and accessories manufacturing business in or near Toronto. The proposed factory would employ three or four hundred people. The Old Country bicycle is inclined to be a heavy and clumsy article, with steel rims and hand brakes, while the Canadian product embodies the wooden rim, coaster brake and cushion frame.

* * *

Some Toronto hardware retailers have been doing a good trade in wedding presents, such as silverware, cutlery, carving sets, cut glass, etc., while others do not seem to have made much effort to get this business.

* * *

The present is an opportune time for window displays made up of kitchen furnishings. One Toronto stove store made a big hit a couple of years ago with a June bride's kitchen window. Their window was large enough to show a gas range, refrigerator, kitchen cabinet, a figure of a woman, and many of the utensils necessary to a well furnished kitchen. The effectiveness of the display must necessarily depend largely upon the size of the window, but there are few hardwaremen who cannot work up something to catch the eye, not only of the bride and bridegroom, who are furnishing their house, but also of the practical minded friends and relatives who have to buy presents.

LONDON.

June 9.—Hardware trade, both wholesale and retail, continues good, and there is every indication that the improvement noted of late will be maintained for some time.

* * *

"It is of no use attempting to organize the retail hardwaremen of London into an association so long as any dealers keep out of it," said a well-known merchant to-day. "There is one man here," he continued, "who openly advertises cut prices and shows no sign of letting up. On Saturday he advertised nails at $2.30, and every day has an announcement in which certain lines are marked away down. Such cutting is as unnecessary as it is ruinous."

* * *

There is one grievance of Western Ontario hardwaremen which, try as they will they cannot get rid of—that is being compelled to pay cartage at both the point of shipping and delivery. They of course have no objection to paying for home cartage, but feel they should not be compelled to pay for carting from the jobber's warehouses to the railway. The matter is said to be just now engaging the attention of the trade of Chatham, but before they can have a change effected they will have to overcome one of the rules of the railway companies.

* * *

The assignment of Wm. Malloch & Sons, founders, machinists and manufacturers of elevators, is announced, a local trust company being the assignee. A meeting of the creditors will be held this week. As yet no statement of the firm's affairs has been given out, but it is understood the assets will show a margin over the liabilities.

* * *

Representatives of a cream separator concern appeared before the Manufacturers' Committee of the City Council at its last meeting, asking for a loan of $20,000 to enable them to start in business in this city. They were informed that it was impossible to do anything in the matter at the present time, and were advised to endeavor to form a company in the city, which they agreed to do. Another party who sought a similar favor was given similar advice.

INGERSOLL.

June 9.—The building season has opened under very satisfactory conditions and a good trade in building supplies is being reaped by the local hardware dealers. In addition to a number of fine residences which are in course of erection, considerable important work in the way of building and improvements is being done at some of the factories. For some time past building operations have been in progress at the factory of the St. Charles Condensing Co. A large addition is being erected, which, with the equipment, will mean an expenditure in the neighborhood of $25,000. Several times since the factory was established here about nine years ago it has been necessary to provide greater accommodation. The output of the factory has increased each year and the new addition, which is just nearing completion, has been made necessary by a constantly growing business. The Manchester Cereal Mill which was recently destroyed by fire, has also been rebuilt. It is a frame structure and some smaller than the old building.

The building known as the Bell Mill on Victoria St., which has been acquired by the Reid Foundry and Machine Co., is now undergoing alterations and improvements. It is expected that the work will be completed in the course of a few weeks, when operations will be commenced immediately.

CHATHAM.

June 9.—The hardware trade is fairly brisk and prospects are considered bright. Building, which has been rather slow this season, shows signs of starting in earnest. Crop conditions through out the county are excellent.

* * *

Two more master plumbers have been added to the Maple City plumbing fraternity. They are A. E. Jones, of the Chatham Electrical & Machine Co., formerly associated with McKeough & Trotter, Limited, and Ed. Mackness, until recently a member of the staff of Westman Bros. Their licenses were granted by the Water Commissioners last week.

* * *

Preparations for the forthcoming Dominion Day celebration are booming. A feature will be the electrical illumination on King Street. The Chatham Gas Company very generously offered to supply necessary electric current free of cost, providing the city paid for the actual cost of installing the fixtures, which it is intended to retain permanently, for use in future celebrations.

FORT WILLIAM.

June 8.—Contracts have been let for three school buildings here during the past month, one of them being a four-roomed addition to the Ogden School, and the other two being eight and four-roomed respectively. In all four of these buildings the plumbing and heating contracts were secured by the Superior Heating & Plumbing Co., a firm which was formed this spring by Culliton & McRae. The iron work has been divided between the Fort William Hardware Co., the Northern Engine Ring Co., and J. & T. M. Piper. The contractors to whom the tenders were awarded are as follows: The Ogden School addition to Russell Bros.; the new eight-roomed school to Street Brothers, and the new four-roomed school to Street Brothers, for the brick and stone work and to R. McLean for the carpenter work, which includes the steel I-beams and the metal fire escapes. R. E. Mason is the architect on all these school buildings.

* * *

The tenders for a new Presbyterian church were opened on June 4 and were found to be so much in excess of the price anticipated that it was decided to revise the plans and reduce the cost by eliminating a considerable portion of the cut stone work and to provide for less elaborate decorations. The congregation were prepared to spend $60,000 on the edifice, but the lowest tender was in the neighborhood of $75,000. Stinson & Hood are the architects.

* * *

Two other new blocks are being commenced and the excavations for the basements are almost ready. They will be modern business blocks and are to be located on Simpson Street, one of the principal business thoroughfares of Fort William. They are being built one by Messrs. T. E. Dean and M. H. Braden, and the other by R. D. Hawks.

* * *

Building operations in the city are making great strides this season, to make up for the slackness at the close

of 1907, at which time it was practically impossible to secure money from private sources or from the loan companies. M. H. Braden is making good progress upon the big corner block on May Street and Victoria Avenue, which he is erecting for J. C. Murray. It is to be a three-storey building and covers 100x125 feet, and the first storey, which is nearly finished, is finished in cut white stone, Indiana limestone, and cream-colored pressed brick. Mr. Murray, who is also owner of the opposite corner, is planning a five-storey steel and concrete block for it, which will cover the entire size of the lot, 75x130 feet.

* * *

Smaller buildings are being put up in every part of the city, from the small cottage to elaborate modern houses of fifteen rooms. There is a great demand for houses of a modern, or at least a semi-modern type. The class of house that can be rented for about twenty to twenty-five dollars a month is the type that is most likely to fill the bill. The ten-dollar-a-month shack can also be rented with little difficulty, but the class of building that is least in demand is the cheap frame house of six or seven rooms, with no modern improvements, except a water tap.

* * *

The Coslett Hardware Co. is making hot weather display of a new refrigerator, the "White Frost," manufactured in Jackson, Mich.

West of the Great Lakes

Pipe Foundry to Be Erected at Vancouver—New Separate School at Calgary—Lead Bounty Will Help British Columbia—Railway Construction Work at Saskatoon—Penitentiary to Be Built at Prince Albert.

CALGARY.

June 8.—At a meeting of the Separate School Board, held this week, it was decided that a new four-roomed school be erected this summer. It will be of solid brick, with stone trimmings. Competitive tenders will be called for at once.

PRINCE ALBERT.

June 6.—The plans of architect H. Lines of Edmonton have been accepted by the high school board for the erection of a new high school this summer. The estimated cost is $75,000. Tenders will be awarded about July 1. The question of danger from fire has been carefully considered and the building will be fitted with a system of fire alarms, fire-fighting apparatus and escapes. There will be two storeys and a basement. The plans provide for nine class rooms, a large assembly hall, toilet rooms and bath rooms. Special attention will be paid to the ventilating system.

* * *

The Dominion Government has purchased about one thousand acres of land as a site for the penitentiary. This includes Emmanual College grounds, sold by the English Church for $15,000. The latter are negotiating for the purchase of a building site near the high school on which to erect a divinity college.

* * *

J. B. Kernaghan has been chosen one of a committee to make arrangements for holding a live stock market here on June 25. The object of the market is to bring producers and consumers into closer touch. Reduced rates for transportation will be asked for.

* * *

The city council has decided to light the streets by means of arc lamps, which scheme is considered a great improvement. A vote will be taken on June 12 on the market by-law and a by-law to provide for a new fire hall in Goschen and additional equipment for the city fire hall.

SASKATOON.

June 6.—W. H. Watson has severed his connection with the Great West Hardware Co., of Langham.

Word has been received here on good authority that arrangements have been made between the Grand Trunk Pacific Railway and the Canadian Northern Railway for a union depot at Saskatoon. This was anticipated some time ago, but up till now has not been confirmed. It is well known that the C. N. R. contemplate building a new station this year and that the G. T. P. is looking for a site. If a union station has been agreed on it will be built right in the centre of the city, on C. N. R. property, and will be thoroughly up-to-date.

* * *

A big grading outfit started grading on the Goose Lake extension of the C. N. R. a few weeks ago. It is expected that a portion of this railway will be in operation this fall. The new townsite of Delisle on this line has just been put on the market and quite a number of building sites have already been purchased.

* * *

The C. P. R. have been pushing operations here as fast as possible. The new bridge is open for freight traffic and already a large quantity of steel and other materials have been sent west to Asquith, where steel laying will shortly commence. The roundhouse to the east of the city is ready for use, and the machine shops and locomotive house partly up. In the latter, engines and cars can be both built and repaired, as the buildings will be equipped for this purpose. Excavating has also begun of the company's property, where a building will be erected for the accommodation of the engineers. Other buildings will be erected during the summer for various other purposes. Ballasting still continues on the road east of here and as soon as this is finished and the line inspected it will be ready for passenger service.

VANCOUVER.

June 5.—That business is branching out is shown by the purchase by the Vancouver Pipe Company of an acre and three-quarters just outside the city boundary with a view to erecting an iron foundry, construction on which will be commenced at once. The location is on the interurban line of the B. C. Electric Railway, so that there will be adequate transportation facilities. This extension is an indication of the increase in the iron manufacturing line, consequent upon progressive development of the city and the Province.

* * *

On the 3rd instant, the ratepayers of North Vancouver defeated the by-law to authorize the guarantee of $50,000 bonds of the Wallace Shipyards, which will mean that the company may not make the extensions to its plant that were proposed. The firm has had a yard in Vancouver for many years, located on False Creek, and has manufactured all kinds of water craft, one of the largest being the fishery cruiser Kestrel. Larger quarters being needed, a move was made to North Vancouver, and as there is considerable doing in the shipbuilding line, it was proposed to make large extensions to the plant. To secure the money on reasonable terms, the city was asked to guarantee the bonds, but by the vote of 98 for and 88 against on Wednesday, the ratepayers refused. North Vancouver is just making a start, and if an industry of this kind had been given a start, it would have meant much, as along this line machinery does not supplant hand labor, and the employment of men would have helped the community.

* * *

There is no change in the general tone of the market. Camp supplies are in demand for outfitting of parties going into the country that is being opened up in the north and into the new gold diggings. The number of men leaving for the newer sections of the Province is large, and many will make homes there.

* * *

The extent of the hydraulicing operations for the recovery of gold in the Yukon of the Guggenheims is shown in the engagement of men in Vancouver. Two or three hundred will be taken north by contract, and the first batch of 40 left on Wednesday night. The company is paying $2.25 and board, with transportation paid both ways, or $4 and board, the men to pay their own transportation. Nearly all the contracts that are being made out are under the first condition.

* * *

The renewal of the bounties on the production of lead, which is to be granted by the Dominion Government, will allow the resumption of operations on mining properties in a part of the Province which is much dependent on this

industry. The development of British Columbia has been rapid, and along the two principal lines of mining and lumbering, both of which have considerable to do with the hardware and metal trade, and when these fall off as they did since last November, the inactivity is keenly felt. In a few years there will be other industries, and the general prosperity will not be so much affected by conditions such as have prevailed during the past six or eight months. But as it is, with the renewal of the bounty, mining will be greatly assisted, and with good crops, such as are in prospect, both industries will be brought again to the normal and the volume of business augmented.

* * *

The City Council, on the recommendation of the Fire and Police Committee, has decided to purchase an 800-000 gallon Waterous fire engine. There were four tenders before the committee, that of J. E. W. Macfarlane, for the Canadian Fire Engine Company, of London, and of the Waterous Company, represented here by H. B. Gilmour, being equal in the sum of $5,500. These were the lowest. Engines have been purchased from the Waterous Company on former occasions, and as the chief of the department has been satisfied, he recommended the Waterous, the committee acting on that. In this case, it was principally a case of the chief having an acquaintance with one make, and not caring to make change. If the Canadian Fire Engine Company had been the lower, it is probable that their engine would have been bought.

* * *

L. P. Gow, of Rossland, is preparing to engage in the manufacture of brick in Princeton, in the Similkameen district. There has been some brick made by local people there, but the cost, $50 a thousand, has prohibited the extensive use of this building material. It is expected that the cost will soon be much reduced. Fire clay and cement material has also been found near Princeton, and with limestone, granite and timber in the immediate vicinity, there should be no lack of building material. The cement material found at the Roanie mine was tested by J. O. Coulthard, and found to contain the proper ingredients.

* * *

W. R. Megaw, of Vernon, has imported two fine portable sawmills from the Enterprise Manufacturing Company, of Columbiana, Ohio. Generally large sawmill machinery brought from the East is supplied by Canadian manufacturers, as the duty makes a considerable item in the cost. For machinery that is needed in more of a hurry buying is done in the Puget Sound cities, when it is found necessary to import it.

* * *

It is probable that a tannery will be established in Vancouver. There is already one in New Westminster, but F. Remer and A. Quaedfleig, of Vienna, Austria, who are here now, are of the opinion that there is an opening for another industry of that kind, and are looking up a site.

HARDWARE TRADE GOSSIP

Ontario.

Jas. T. Norton, tinsmith, Ingersoll, Ont., has assigned.

McGregor & Co., hardware merchants, Cayuga, Ont., have been improving their premises.

The Dominion Pressed Steel Co., Port Elgin, Ont., has assigned, with assets of $30,000 and liabilities of $25,000.

Wesley Smith, Hamilton, Ont., has gone to join his father, H. J. Smith, in the hardware business at Emo, Ont.

The Canadian Brass Mfg. Co.'s plant at Galt, Ont., which lately went into liquidation, is advertised for sale by tender up to June 20.

James Stewart, of the James Stewart Mfg. Co., Woodstock, was a visitor in Toronto on Thursday, attending the Foundrymen's Convention.

The shareholders of the Mann Brass Manufacturing Company, London, Ont., are to meet on June 20, to consider the question of going into voluntary liquidation.

The Northern Engineering Co. have the contract for supplying Fort William, Ont., with 17 tons of pig lead at $3.58 per hundred, a much lower price than has been paid in the past.

Thomas Marshall, of Congdon & Marshall, Dunnville, was an unsuccessful candidate for election to the Ontario Legislature on June 8. Hon. Frank Cochrane was re-elected for the new Sudbury riding.

Herbert Sloan, Tilbury, Ont., has purchased the hardware business of J. E. Scriven, and taken a five years' lease of the premises. Mr. Sloan has taken into partnership with him Mr. Cook, of Fenelon Falls, Ont., an experienced hardwareman. Mr. Scriven will devote his time to tinsmithing exclusively.

Quebec.

Phileas Saulnier, stove manufacturer, Montreal, is offering to compromise.

A. Sweet, Winchester, Ont., has been visiting hardware circles in Montreal.

J. E. Mosley, Huntsville, accompanied by his wife, is in Montreal on his way to England.

The assets of J. Ernest Lecours, hardwareman, Montreal, will be sold on June 13.

Robert Munro, of the Canada Paint Co., Montreal, is in Winnipeg visiting the branch there.

Mr. Kyle, purchasing agent for H. E. Burtt, Woodstock, has been visiting Montreal on his way to Niagara.

Frank E. Dennison, formerly representing Lewis Bros., Montreal, in New Brunswick, was married last week to Miss M. B. Richards, at Campbellton, N.B.

Harry Wray Weller, of Babcox & Wilcox; N. S. Reeder, jr., of the Canada Car Co., and John Watson, of John Watson & Son, were admitted to membership of the Montreal Board of Trade last week.

The Perrin Plow Works, Smith's Falls, Ont., has been bought by Frank Oliver, President of the Rideau Stove Foundry, and the two concerns will be amalgamated under the name of the Perrin Plow & Stove Company, and will employ between 150 to 200 hands.

William Lewis, father of F. Orr Lewis, and J. G. Lewis, of Lewis Bros., Montreal, died last week in Montreal from heart failure. Mr. Lewis was born in Swansea, Wales, in 1828. He was the son of William Lewis, sheriff of Glamorganshire. He served his apprenticeship at sea, and at 18 was captain of a full rigged ship of 1,000 tons, which, in those days, was one of the largest class. He came to Canada in 1852, and for 35 years was connected with the Canadian merchant shipping on the Great Lakes, living in Kingston, Ont. He retired many years ago, and moved to Montreal. Mr. Lewis leaves, in addition to the sons mentioned above, W. J. Lewis, manager of the Warren Scale Co., Montreal; C. Howard Lewis and T. G. Lewis, of Belleville, Ont., and four daughters.

Western Canada.

Graham & Rolston, hardware merchants, Winnipeg, are going out of business.

C. H. Prest, hardware merchant, Virden, Man., has removed to Kelleher, Sask.

Dunn Bros., Winnipeg, have been awarded the contract for supplying 4-inch tile pipe to that city.

E. H. Ritz, hardwareman, Lockwood, Sask., has taken a partner into his business, the new firm being Ritz & Coblentz.

A. N. Shaw & Co., lumber and hardware merchants, Stoughton, Sask., have sold their business to the Moose Mountain Lumber & Hardware Co.

VISIT OF U. S. STEEL MEN.

A party of prominent United States capitalists interested in the development of steel and iron industries were the guests of D. D. Mann and the Canadian Northern Railway early this week, and visited the Moose Mountain Iron Mines, near Sudbury, Ont. The party was composed of C. H. McCullough, President of the Lackawanna Iron & Steel Company; John Lambert, President of the American Steel & Wire Company; John W. Gates, the well-known financial magnate; J. J. Mitchell, President of the Illinois Trust & Savings Company; J. C. Hastings, of the Illinois Trust Company; J. F. Harris, of New York; P. W. Ogilvie and Leonard Millar, Chicago; Joseph Sellwood, Duluth, and J. C. Spry.

Mr. Mann said the proposed smelter in Toronto depended entirely on the state of the money market, but was noncommittal on the point as to whether the object of the party's visit had to do with this smelter.

FRANCO-BRITISH EXHIBITION.

Of the numerous colonial firms who will exhibit their goods at the Franco-British Exposition, Shepherd's Bush, North London, the Canada Cycle & Motor Company of West Toronto, will undoubtedly attract a lot of attention.

The Franco-British Exposition is being held in conjunction with the Olympic games and the result will be a magnificent assemblage of all kinds of sporting goods and supplies, from bicycles and skates to shotguns and baseballs. It is in the former that the Canada Cycle & Motor Company are interested and last week saw the shipment from their five and one-half acre plant at West Toronto an order of twelve handsome "Massey Silver Ribbon" and "Red Bird" bicycles, as well as about 50 Automobile and Cycle skates. The bicycles will no doubt prove a great drawing card to the cycling Britisher, to whom the cushion frame and Sills handle bar are a complete innovation. These bicycles also embody the so-called free wheel, combined with a positive and reliable brake. Two models are equipped with wooden rims and rainy day mudguards of Canadian bird's eye maple and highly finished, showing the knotted effect to good advantage. Several other models carry steel rims on the wheels, instead of wood. This is the Foreign Roadster type and is especially adapted to tropical climates. Another is a Massey Silver Ribbon cushion frame model finished in Auto Blue and Navy Blue stripings. The company's bicycle sales to date are far ahead of the same period last season.

The Automobile and Cycle Skates are also a highly creditable product of this Canadian company. The Automobile skate with nickel steel blade and aluminum alloy top has not been duplicated anywhere. For years skates have been patterned on standard lines year after year, and the placing on the market of the Automobile and Cycle skates, with the above features, marked a notable advance. The company hope to create a demand for their goods among English hockeyists and others.

BEGINNING OF BALL BEARING.

It is a common error to suppose that the introduction of the ball bearing came with the development of the bicycle when it displaced the plain and roller types then in general use. As a matter of fact the earliest known use of the ball bearing dates as far back as 1836, when an inventor by the name of Poole, obtained an English patent covering the very principle which is now so highly regarded, but which lay dormant until it was taken up and popularized by bicycle manufacturers.

TORONTO EXHIBITION.

The prize list of the Canadian National Exhibition, Toronto, Aug 29 to Sept. 14, has come to hand. It has been thoroughly revised from beginning to end and in some respects presents a neater and more convenient appearance than formerly. Altogether, the amount given in premiums reaches upwards of $50,000, by far the greater portion of which is devoted to live stock and agricultural products. The usual cheap rates and excursions have been arranged for by all lines of travel.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

CANADIAN AGENT WANTED for an article which sells readily to the wholesale hardware and sporting goods trades. For full information write Box 723, HARDWARE AND METAL, Toronto. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESSES WANTED

WANTED—Thriving hardware business in good town or city, stock from five to twelve thousand dollars, in exchange for 7% preference stock in a high class, clean cut manufacturing business in Toronto. A good man would be given responsible position in office or charge of sales department at a good salary. Apply Box 722, HARDWARE AND METAL. [25]

BUSINESS CHANCES

TRAVELLERS AMONG DAIRIES.—Opportunities of making handsome profits on good side line, 25 p.c. to 50 p.c. commission. Apply "Corinth," HARDWARE AND METAL, Montreal.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware and coal business in one of the best towns north of Toronto. An A1 opportunity for anyone looking for an established business. Will sell hardware without coal, if desired. Apply to Box 726, HARDWARE AND METAL, Toronto. [26]

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SCOTCHMAN, open July for engagement. Unique experience in open fire, fire-places and grates. Accustomed architects and good class private trade. Thoroughly practical, capable and up-to date man. Exemplary character, excellent credentials re ability and experience. Fullest particulars from Box '101, HARDWARE AND METAL, 88 Fleet St., London, England. (24)

HARDWARE SALESMAN, having at present management of large retail hardware business in the West, wishes to make a change for a similar position, or one as travelling salesman. 14 years experience. Best of references. Apply Box 5, HARDWARE AND METAL, Winnipeg, Man. [24]

WANTED—Position as foreman tinsmith and plumber. Box 724, HARDWARE AND METAL. (25)

HARDWARE TRAVELLER, with good connection west of London, open for position July 1. Either on road or as manager of retail store. Box 727, HARDWARE AND METAL, Toronto. (26)

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

CANADIAN MACHINERY and Mfg. News, $1.00 per year. The only mechanical paper published in Canada; every foundry and manufacturer of hardware lines; or of anything made of metal, should receive this publication regularly; sample copy sent on request; condensed advertisements for "Machinery Wanted" will be inserted free for subscribers to "Hardware and Metal." "Machinery for Sale" advts. one cent per word each insertion. CANADIAN MACHINERY, 10 Front St. East, Toronto.

KEEP POSTED—The leading authority in Canada on Groceries and Food Products is THE CANADIAN GROCER. Important trade conditions generally discussed every week. Price $2.00 per year.

MENSURATION

FOR

Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects **70 Figures**

Price 50c., Postpaid

All orders payable in advance)

MacLean Publishing Co.

Technical Book Department

10 Front St. East, - TORONTO

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, June 12., Room 511, Union Bank Bldg, Winnipeg.

Conditions continue favorable and unless something quite unforeseen occurs, there is now little doubt that Western Canada is to reap this year the largest crop in the history of the country. As a usual thing the western farmer can predict pretty accurately by the middle of June what the season's crop is to be and conditions were never before so favorable at this time of year.

Business is feeling some effect from the more optimistic feeling which now prevails throughout the country, but there is still a feeling of caution abroad and a disposition to wait until the 1908 crop is absolutely assured. There is not the same disposition as in former years to discount the future. This is a good thing, but the pendulum has swung too far and there is too much caution noticeable at the present time. Dealers who hold back their orders until the last moment are apt to have trouble in getting the goods when the fall activity commences.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

Wire Nails—$3 Winnipeg, and $2.55 Fort William.

Cut Nails—Now $2.90 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—$1.75, 100 sq. ft.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 p.c.

Hooks—Brush, heavy, per doz., $8.75; grass, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., $9.25; 7-in. $10.

Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70,; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wringers—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14¾c. British manila, 11¾. Lath yarn, 10¾c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, $3,75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5. Bar iron, $2.50. Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Pig Lead—$5.50. Lead pipe, $7.

Sheet Zinc—Casks, $8; broken lots, $8.50.

Copper—Planished copper, 29½c per pound; tinned, $26½c.

Iron Pipe—Black pipe, ¼ in., $2.50; ⅜ $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼ $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52.00; 5, $58.00; 6, $75.00; Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, 30.50.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box, $13.50; ½ box. $7,

Terne Plates—I.C. plates, $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8-inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasolene, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand, bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 74c. Linseed oil, raw, 65c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

June 11.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 5o p.c.

Horseshoes, M.R.M., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, $3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 55 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, $1.85, 100 sq. ft.

Shovels, first grade, $11.55; fourth grade, $7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, $9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, $8 doz.

Wringers, Royal Can., $38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manille, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

Ross Bros.
LIMITED

WHOLESALE HARDWARE

Edmonton, Alberta

SPECIAL ATTENTION
—GIVEN TO—
MAIL ORDERS

Get our quotations before ordering elsewhere

Covert New Patent Breast Chain

Just what every teamster is looking for.

Adjustable to any length. Harness Snaps, Chains, Wagon Jacks, Rope Halters, etc.

Sold by all leading Jobbers. Sizes 28, 32, 36, 40, 44 and 48 inches.

Manufactured by

COVERT MFG. CO., - TROY, N.Y.

Ammunition—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

A COMPLETE LINE

We invite a close inspection of Pease Warm Air Furnaces, Pease Combination Furnaces, Pease Round Hot Water Boilers, Pease Round Steam Boilers, Pease Square Sectional Hot Water Boilers, Pease Square Sectional Steam Boilers, and Pease Economy Steam Heaters and Ventilators.

We can furnish apparatus for heating and ventilating Residences, Stores, Offices, Factories, Churches, Schools, etc., by Warm Air, by Warm Air and Hot Water combined, by Hot Water and by Low-pressure Steam.

We have made an exclusive study of the heating and ventilating business for over a score of years. The experience thus gained is at the disposal of our agents.

We maintain an Engineering Department, and every heating and ventilating problem sent us by our agents is made a separate study by a competent Heating Engineer.

We have received thousands of unsolicited letters from users of Pease Systems testifying to the superior quality of Pease plants, both as regards heat distribution and moderate operating cost.

Why not handle a line which is known to be entirely Satisfactory? Better write us to-day.

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water o Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS
—FOR—
CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

Boiler Cover With Round Corners.

To describe a pattern for a boiler cover with round corners, let A B C be the end elevation of cover and E O F G H J K L the plan. In the elevation B D shows the height of cover. The plan shows one-half of cover or as much as would usually be made from one piece. First divide G H of plan into any number of equal parts (in this case four) and connect the points thus obtained with O, thus obtaining the base line of the triangles.

To construct the diagram of triangles shown by lines in the plan, proceed as follows. Draw the right angle M N P, as shown in Fig. 2, making M N equal to the height of the cover, as shown by B D of elevation. From the point N set off on N P the length of lines in plan, including J O and O F. From the points in N P draw lines to M, as shown. The line C M gives the slant height of cover as seen in end elevation, and M J the slant height as would be seen in the side elevation. The other lines give the hypotenuses of trangles, the bases of which are shown by the lines in O G H of plan.

Draw the line Q U (Fig. 3) equal in length to M J in the diagram of triangles. With U of pattern as centre and J H of plan as radius describe a small arc, T, and intersect this arc with one stroke from Q of pattern as centre and M I of triangles as radius, thus forming the point T of pattern With your dividers measure the distance from M to 2 of triangles. Then with one foot of dividers at Q of pattern as centre and this distance as radius, strike the arc 2 and intersect it with one struck from T of pattern as centre and the distance H2 of plan as radius.

Proceed in this manner, using the spaces in H G of plan for the distances in T S of pattern, and the lengths of lines drawn from M to points 2 to 5 in diagrams of triangles for the distances across the pattern from Q to the points in T S. With S of pattern as centre and G F of plan as radius, describe a small are, R, which intersect with one struck from Q of pattern as centre and M C of triangles as radius, thus forming the point R of pattern. Trace lines through these points, as shown. The other part of pattern, as Q U V W P can be described in the same manner Edges must be allowed.

W. M. M.

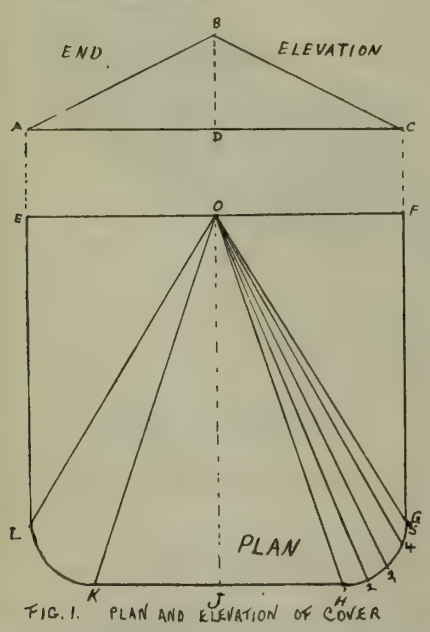


FIG. 1. PLAN AND ELEVATION OF COVER

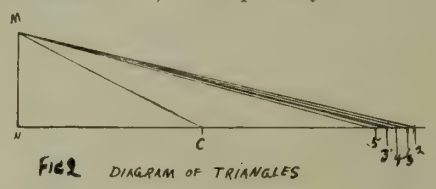


FIG 2 DIAGRAM OF TRIANGLES

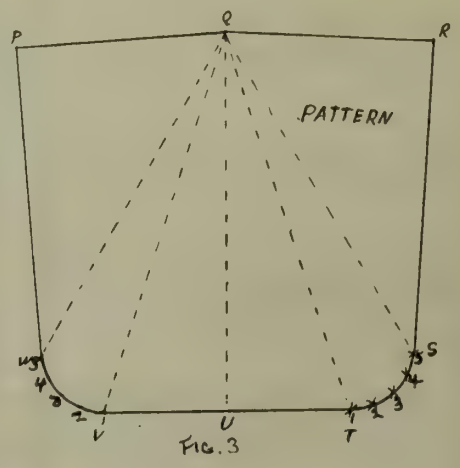


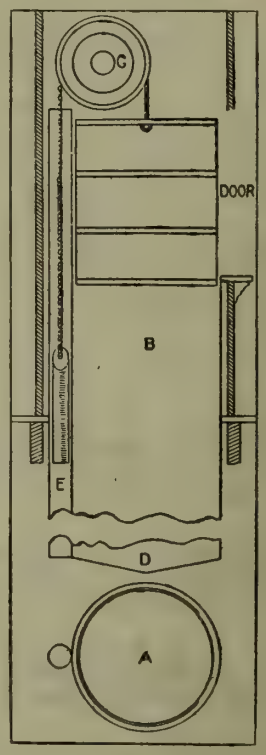
FIG. 3

HOW TO MAKE A COLD DUMB WAITER.

Perhaps one of the greatest hardships to be encountered by comparatively prosperous people is that of having to get through the hot summer months without ice, as in the case of most farm homes and in many suburban localities where there is little or no ice delivery.

The accompanying illustration will show how to construct a device to keep eatables cool, and especially in the north, where the ground stays cold the year round at a reasonable depth.

The casing of this dumb waiter hole is round, as shown at A, and should be made of galvanized iron. The depth of the hole depends on the locality, but scarcely needs to exceed 8 or 10 ft., says Domestic Engineering. If the casing extends through the cellar it would be well to set it deep enough so that the waiter, when down, will stand below the cellar floor, as this would secure a lower temperature than that of the cellar. The bottom of the casing, D, is made slightly



Cold Dumb Waiter.

funnel-shaped, to facilitate cleaning, and the whole casing is soldered up water-tight so that there will be no danger of water rising in from the inside.

Another and smaller galvanized tube, E, is made to contain a counter-weight for the dumb waiter, and this tube should be long enough to balance the run of the waiter and extend up high enough so that the weight will not be pulled out at the top. The door should be long enough and sufficiently wide to admit of taking the waiter out in order to clean the casing. A brake may be attached to the wheel, G, if the load varies too much for the counter-weight.

Should the casing extend through a cellar, there may be a door put in the casing so as to give access to the waiter from the cellar, making the carriage do the service of a regular dumb waiter.

The fact that a house is already built is no bar to putting in one of these cold storage plants, as a circle may be cut out of the floor as large as the casing, and the hole bored with a large auger, and the dirt carried out of the door. The casing may be put down in sections and soldered before being put down into the ground. If the work is carried down from the bottom of a cellar it will be all the easier. The main feature of this device is the fact that it will keep things from freezing in the winter as well as from melting in the summer.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show th t they are in the trade.

"Yankee Tools."

North Bros. Mfg. Co., of Philadelphia, Pa., have issued a catalogue of "Yankee Tools," made by the firm. A new feature of the catalogue is the photographic reproduction one-third actual size of the full line of tools made by this company. This enables the reader to see readily the relative sizes of the various lines, and get some idea of the actual size of each tool. The company has been ten years in business, and claim that the goods put out by the concern are simple in construction, strong, durable, work smoothly and quickly, and wear well. One line that calls for special attention is the "Yankee" ratchet screw driver, which has overcome the friction and noise elements so prominent in the old ratchet screw drivers.

A New Garden Tool.

A new garden tool, and one that is very seasonable just now, is the "Buco" garden cultivator, which thoroughly loosens the soil and takes weeds out by the root. Shaped and used somewhat like a rake, the "Buco" has long teeth which sink into the ground. These teeth are oil tempered and the steel springs on which the teeth are hinged are adjustable to width and are tested before being sent out by the maker. This garden cultivator saves immensely on labor and makes a clean, healthy garden. The "Buco" is manufactured by the Bailey-Underwood Co., New Glasgow, N.S., who will be glad to furnish further information on request.

Useful Reference Book.

"The Sporting Goods Trade Directory" is the result of a first attempt at compiling a list of sporting goods manufacturers and dealers in the United States and Canada. While not claiming to be a complete list of those engaged in the trade, the directory's 234 pages cover every line of goods sold and serve a useful purpose in suggesting channels for the distribution of the leading branches of sporting goods. The directory is published by "The Sporting Goods Dealer," of St. Louis, Mo. The meaning of the term used in describing the various parts of sporting weapons has a whole chapter set apart at the back of the book.

"Congo" Roofing.

Before ordering new roofing, the United Roofing & Mfg. Co., Philadelphia, Pa., ask those interested to send for free booklet and sample of "Congo" roofing, which is claimed to be unaffected by climatic or weather changes. "Congo" is said to be a vast improvement over old style roofings. A number of Canadian wholesale hardware houses are carrying "Congo" this season.

40,000 Tin Cans a Day

The Sherwin-Williams Co. find it necessary to operate three tin can factories in order to produce enough cans to fill the demand for Sherwin-Williams Paint and Varnish Products. The output of one factory is 40,000 cans a day—over a million a month; the other two are busy, too. These are the small packages only and do not represent the large amount of goods put up in barrels, half barrels, kegs, etc. This great established demand for

SHERWIN-WILLIAMS PRODUCTS

is distributed largely throughout the Dominion and is one of the assets that go with the Sherwin-Williams Agency. There are many other advantages, such as strong Advertising and Selling Helps, National Magazine Advertising, Indoor and Outdoor Display Advertising, Window Trims, Newspaper Electros, Promoting to Property Owners, Painters, Architects, etc., all of which make the S-W. Agency a proposition which, as a whole, cannot be duplicated by any other paint and varnish maker.

Write us and we'll write you and tell you all about our splendid agency proposition.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

368

CORRUGATED IRON

Galvanized—Rust proof. Made from very finest sheets—absolutely free from defects.

Each sheet is pressed, not rolled—corrugations therefore fit accurately without waste.

Any desired size or gauge—straight or curved.

LOW PRICES PROMPT SHIPMENT

The Metallic Roofing Co.
LIMITED
Manufacturers
Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Developments.

The Granby Smelter, Grand Forks, B.C., is improving its plant.

D. Rossin, Toronto, will erect a new showcase warehouse.

The brewery of H. A. Ekers, Montreal, was damaged by fire.

P. L. Robertson's screw factory, Milton, Ont., is almost complete.

Walker & Son have started a sash and door factory at Rosthern, Sask.

The Willson-Carbide Co., Merritton, Ont., are erecting a new storehouse.

The Imperial Oil Co. intend building a big warehouse in Saskatoon, Sask.

Prominent Vancouver men are planning new iron works on the outskirts of that city.

Geo. White & Sons, London, Ont., will erect a machine shop at a cost of about $15,000.

E. N. Heney & Co., Montreal, will build a new carriage factory at a cost of about $80,000.

The Canada Mill Stock & Metal Co., Toronto, has purchased a new site for a factory addition.

The C.P.R. is considering erecting a number of grain elevators at various points in the west.

The plant of the Imperial Wire and Steel Co., Collingwood, Ont., will be extended this season.

The elevator of the Smith Grain Co. at Stockholm, Sask., was destroyed by fire. Loss about $5,000.

The Western Canada Milling Co. will erect a new warehouse at St. Louise de Mile End, Montreal.

The Napanee Gas House, Napanee, Ont., was damaged by fire recently to the extent of about $5,000.

The steel works at Port Elgin, Ont. have closed down for a month, pending the reorganization of the company.

The Waterman Pen Co. will erect a factory at St. Lambert, Que., this summer at a cost of about $50,000.

A. R. Fleming, Regina, Sask., is considering the establishment of a brick plant in Tantallon, Sask., at a cost of about $10,000.

The British-Canadian Wood Pulp and Paper Co., Port Mellon, B.C., is calling for tenders for the proposed cement buildings of the concern.

W. T. Crocker, Detroit, Mich., is negotiating with the Galt, Ont., council with a view to the erection of a large automobile factory there.

C. V. Wetmore and F. A. Crowell have secured enough money to construct the proposed National Rolling Mills at Sydney, C.B.

The Percy & McPherson Brass Works will erect a factory in Forest, Ont., on condition that the town will exempt them from taxation for ten years.

Building Notes.

A new school house will be erected at Minto, Man.

A new public school will be erected in Kildonan, Man.

Belleville's (Ont.) new armories will cost $75,000.

A new $25,000 public school may be built in Toronto.

A new public school will be erected in Whitewood, Sask.

The Port Britain, Ont., school was burned last week.

A new Y.M.C.A. building will be erected at Brantford, Ont.

The Hudson Bay Co. will erect a large building in Goschen, Sask.

J. C. Murray is building a large office block at Fort William, Ont.,

The Bank of New Brunswick are erecting a new branch at Carleton, N.B.

Guelph, Ont., will try to compel the G.T.R. to erect a new station there.

A company is being organized at Humboldt, Sask., to erect a public hall there.

A hotel will be erected at Ville Marie Pontiac County, Que., at a cost of about $20,000.

Plans have been submitted for Meaford's proposed new town hall to cost $17,500.

New armories will be erected on Rachel St., Montrea,, at a cost of about $90,000.

London, Ont., board of education is asking for $49,000 for additions to schools.

D. Weismiller will erect 27 brick dwellings, to cost $64,000, in Parkdale, Toronto.

The Bank of Nova Scotia is erecting a four-storey building on Melinda St., Toronto.

Saskatoon, Sask., has fifteen buildings, mostly dwellings, in course of erection.

Winnipeg will submit to the ratepayers a by-law calling for $25,000 for a new fire hall.

Gilbert Plains, Man., ratepayers will vote on a by-law to raise $15,000 for school purposes.

Montreal's Natural History Society's $80,000 building is expected to be ready in the autumn.

Again it is stated that the C.N.R. and G.T.P. will erect a union depot at Saskatoon, Sask.

Chas. Gillespie has the contract for the new Parry Sound school. It will cost about $16,000.

Toronto's building permits for the first week of June totalled $230,000, mostly for dwellings.

An addition will be erected to the Carnegie Library, Winnipeg, Man., at a cost of about $39,000.

The corner stone of a second Catholic church to cost $60,000, will be laid on June 14, in Peterboro, Ont.

The large Broderick summer hotel at Parrsboro, N.S., was destroyed by fire May 13. Loss about $10,000.

St. Catharines, Ont., city council has approved of the public school board's request to build a new $10,000 school.

A new building will be erected in connection with the General Hospital at Guelph, Ont., at a cost of about $5,500.

The congregation of the Presbyterian Church, Hespeler, Ont., will erect a new church this summer at a cost of about $20,000.

Snyder Bros., Portage la Prairie, Man., have the contract for the provincial reformatory at an estimated cost of $67,000.

Longueuil, Que., is asking for tenders for rebuilding the market and town hall which is expected to cost from $12,000 to $15,000.

The waterworks and sewerage systems, Lunenburg, N.S., will be improved at a cost of about $25,000.

Municipal Improvements.

A waterworks system will be installed in Taber, Alta.

A sewerage system will be installed in Bridgeburg, Ont.

Work has commenced on Longueuil's, Que., sewerage system.

The Rectory Street sewer, London, Ont., has been begun.

A number of sewers will be constructed in Owen Sound, Ont.

A number of sewer and water extensions are proposed for St. John, N.B.

The sewerage and waterworks systems, Dartmouth, N.S., will be extended.

A storm sewer is proposed to be constructed on Dalhousie Street, Brantford, Ont.

Grandview residents are asking for an extension of Vancouver's sewerage system.

Nanaimo, B.C., is expected shortly to begin work on its $75,000 waterworks system.

A filtration plant will be installed at Kettle Creek, St. Thomas, Ont., for the sum of $30,000.

Waterloo, Ont., ratepayers have approved of a by-law to expend $5,000 on waterworks extension.

Palmerston, Ont., is drilling a waterworks well, and a waterworks system will be installed shortly.

Railway Construction.

The C.P.R. is pushing rail construction in the vicinity of Saskatoon, Sask.

The Spokane & British Columbia Railway will this summer build further into the mining country.

The E. & N. Railway will construct steel bridges across the Nanaimo and Chemainus Rivers in British Columbia without delay.

McCoy & Wilford, Lindsay, Ont., have a thirty-mile contract for construction on the Transcontinental in New Brunswick.

The Temiskaming & Northern Ontario Railway is pushing construction work, and has rails down 217 miles north of North Bay and but 35 miles south of the National Transcontinental.

Companies Incorporated.

The Colonial Novelty Mfg. Co., Ltd., Montreal, capital $5,000; to manufacture can-openers. Directors—H. J. Cassard, H. Stewart, C. C. Cottrell and Mary Graham, of Montreal, and C. Noreau, Quebec.

The Canada Iron Corporation, Ltd., Montreal, capital $8,000,000; to deal in and manufacture all kinds of clays, minerals and metallic substances and compounds. Directors—W. J. White, J. A. Cameron, H. J. J. McKeon, A. W. P. Buchanan and J. H. Dillon, all of Montreal.

CANADA PLATES

Galvanized
Polished
Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO.,
LIMITED

MONTREAL

Wire Nails
Tacks
Wire

Prompt Shipment.

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

INCANDESCENT

LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

ADDRESS
ST. ARNAUD FRERES
Cor. St. Sulpice and Commissioners Sts.
Montreal, P.Q.

When writing advertisers kindly mention having seen the advertisement in this paper.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

TRADE MARK IVER JOHNSON

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

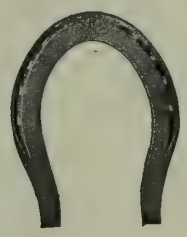
Hammer the Hammer — Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and Sportsmens' periodicals.
Our advertising creates the demand. But we never sell direct where the dealer can supply.
These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.
Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

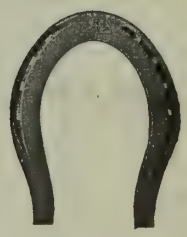
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles



M.R.M. CO.

HORSE SHOES



Our aim has always been to supply the Farrier with a shoe that, while giving him the least work in fitting to the horse's foot, will also give his customer the most satisfaction by reason of its good wearing qualities.

We use only the best of material, carefully conform to standards adopted as to shape, creasing and punching, and every shoe is thoroughly inspected before leaving our factory.

Satisfaction and profit to the dealer in handling "M.R.M." Shoes.

THE MONTREAL ROLLING MILLS CO.

Paint and Brush Window Displays

TOOLS HUNG ON CURTAIN POLE.

An effective method of displaying hand tools in the show window is to hang them on a light curtain pole perhaps 1¼ in. in diameter, which is supported in the window frame by home-made brackets or hung by small chain from hooks in the ceiling. The pole should be of the same finish as the window woodwork or should be painted to match. Into the pole at regular intervals are screwed bright wire screw eyes—brass looks best—and the tools are either hung in these eyes by hooks in the handles or fastened to them by fine wire. The advantage of the contrivance is that it can be applied to numerous lines of goods and can be easily put up and taken down.

A STRIKING PAINT DISPLAY.

How striking and attractive a paint window display can be made is apparent from the accompanying illustration which we give of a window at Rice Lewis & Son, Toronto, devoted to the products of the Martin-Senour Co., of Montreal and Chicago. Many retail merchants fail to realize the possibilities of a paint display. They know what a profitable line paints are, but they are somewhat apt to forget that this profit could be much increased if they gave more window space to this department of their business. Besides, paint tins, with their variegated labels, and color cards, can be most artistically arranged, helping to advertise the store in a general way by showing, as in the present case, the high class quality of the paints displayed.

Within an effective frame of cards bearing a reproduction of the original packages of 100 per cent. Pure, and Senour's Floor Paint, various sized tins of the different colors are harmoniously treated in this window of Rice Lewis & Son. As overcrowding has been avoided, a clear idea can be gleaned of the comprehensive character of the Martin-Senour products. Among the many kinds of paints, stains and varnishes, can be noted the popular 100 per cent. Pure, Senour's Floor Paint, and Wood-Lac Stain. With the various tins nicely graduated in size, color cards, brushes, and representations of "The Man Behind the Brush" the window is most effective, and worthy of being emulated by other merchants.

Attractive Display of Martin-Senour Paints, Shown by Rice Lewis & Son, Toronto.

WINDOWS WHICH SELL.

The function of a store window display is to sell goods. If it does not accomplish this result it is a failure, just as complete a failure as a salesman who did not make sales. A window which simply affords a vehicle for the display of goods which may be representative of the stock on the shelves inside is of no more value than a clerk, who, while he might be able to show the goods in his department, was unable to create a desire in the mind of the prospective customer to possess those goods.

Many merchants, however, do not appreciate this fact; they look upon the windows in much the same way as the sign board above the door.

This is all wrong. Every trim which the windows are given should actually accomplish the sale of goods in that window. A merchant spends good money in constructing windows, and in paying wages of a man to trim them, and he should not be satisfied if this investment does not bring direct returns. The larger and more successful store proprietors appreciate this, and impress the fact upon the one they engage to trim their windows.

Indeed, the first qualification of a store decorator is the ability to produce direct selling windows. This does not necessarily mean that artistic windows are not required; usually the display with the best artistic effect is the best selling window. This is realized by some of the men in charge of windows in the smaller places, and they have been accomplishing good results by the application of this principle.

A WINDOW WASHING KINK.

When washing windows it is very disagreeable to have the water run down the handle of the washing brush, on to the hands and into your sleeves. Cut a circle of leather from an old boot sole and slip it over the handle of the brush. This will sidetrack the water at the point where the leather is placed.

News of the Paint Trade

TO REMOVE PIGMENT LIQUIDS.

A Seattle inventor has invented a machine for the purpose of pressing liquids out of floated clays, pigments and various other materials. The machine is automatic, performing every detail of its work without attendance. It takes in the material to be treated, forces the liquids from the solids and deposits both in their respective receptacles.

An apparatus which fixes the length of time the material taken in is subjected to pressure is one of the unique features of the machine. The cylinder and the pressing ram may be operated anywhere from three times a minute to once in six hours.

The press cylinder is open at both ends. The back end receives the pressing ram while the forward end fits a cone surface, inside of which is a round brass plate three-fourths of an inch thick, with 1,000 to 2,000 perforations. Another perforated plate is fastened to the end of the pressing ram. Filter cloth is held in place over both perforated surfaces, and when the pressure is applied the liquid is forced through the filter cloth and out through grooves behind the plates.

After the material has been pressed for the length of time fixed by the timer, the cylinder is withdrawn and the cake drops onto a belt conveyor, which deposits it wherever desired. Where hydraulic pressure is not convenient, a small force pump is used to furnish the necessary power. From two to five-horse power, according to the size of the machine, will operate the press and the pump. The uses for which the machine may be put are in the manufacture of oils and paints, colors, paraffin and white lead.

HOW TO HEAT TURPENTINE.

There are two methods of heating turpentine without danger. When an open pan is used it is made with a jacket—that is, there are two pans, an outer and an inner one, with a space between; superheated steam from a boiler is passed into the space and is allowed to escape through a waste steam valve at the bottom; a safety valve at the side of the pan allows the steam to blow off if the temperature rises too high. Turpentine boils vigorously at a temperature of about 338 deg. F.—much higher than the boiling point of water—hence the steam at ordinary pressure would not cause turpentine to boil, says the Modern Painter. Turpentine can be heated to boiling point over a burner or fire, provided it is contained in a still which is closed with the exception of one tube leading to a condensing coil kept cool by being placed in a tub, through which a current of cold water is caused to flow; any turpentine which may be vaporized is condensed in the worm and recovered, and no vapor can pass into the outer air.

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pints to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

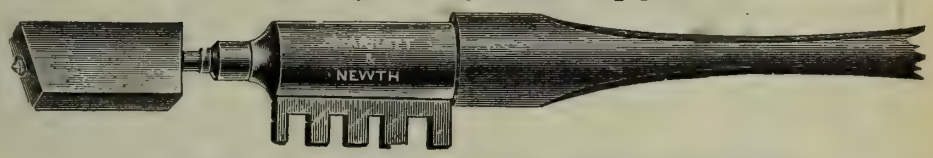
TORONTO, CANADA

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Paint and Oil Markets

MONTREAL.

Montreal, June 12.—Trade is keeping up remarkably well in the eastern section of the country, while the western, which has hitherto shown the greatest tendency to refrain from buying, is now much more in evidence. Some good orders have been booked during the week, and dealers report a good inquiry for paint.

It is expected that now the elections are out of the way, a good deal of sorting up will be done. Altogether the outlook for business for the summer months is very encouraging. Prices generally are firm and unchanged.

Turpentine—Turpentine, after last week's cut, is firmer again. The primary markets are reported to be stronger with supplies satisfactory. Good business is still being done locally. We continue to quote turpentine at 63c for single barrels.

Linseed Oil—This article is unchanged with fair business doing. In view of the strong position of the English market any change locally in price will probably be in the upward direction. We continue to quote: Raw, 1 to 4 barrels, 51c; 5 to 9 barrels, 50c; boiled, 1 to 4 barrels, 54c; 5 to 9 barrels, 53c.

Ground White Lead—Ground white lead is in strong demand. The supply at present seems equal to the demand, and the market is firmer than it has been for some time past. There is no change locally in prices, and we quote Government Standard $5.65; No. 1, $5.49.

Red Lead—This article is in good demand, with prices unchanged. Shipments have been rather interfered with lately, but stocks are now ample for the wants of the trade. We continue to quote: Genuine red lead, in casks $5.25; in 100-lb. kegs, $5.50; in less quantities, at $6.25 per 100 lbs.; No. 1 red lead, casks, $5; kegs, $5.25, and smaller quantities, $6.

Varnishes—Varnishes are in better demand owing to the fact that some of the large consumers are now very busy As gum shellac has taken a strong upward turn, and the firmness seems to be maintained, the price of shellac varnish may be advanced at any moment. All the lines are moving well, especially baking japans, and varnishes for agricultural implements.

Paris Green—The season is now on and rush orders are coming in in good number. If the weather keeps steadily warm, the demand will be heavy. Stocks in manufacturers hands are limited.

White Zinc—This line is in good demand, with prices unchanged. We quote: V.M. Red Seal, 7½c; Red Seal 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Putty—Putty is in better demand than formerly, but makers could stand more orders without inconvenience. Prices are unchanged at: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, June 12.—Continued improved trade at practically unchanged prices prevails this week, though small orders are still the rule. Hopefulness is the keynote of conversation among jobbers, and the prospects for future business are bright. Dry paints are moving now with the brighter days for outside work, though the ready-mixed lines, with leads and varnishes, still have the greater call. Sorting orders are received pretty frequently, especially for paris green. Turpentine is down another cent, and oil is about the same as last week. The former may be easier and the latter firmer before another week goes by.

The improvement in trade generally makes the jobber, the hardwareman, the painter and all others interested in the trade more approachable, and a better feeling, too, pervades the trade generally. This good feeling is just now very much in evidence.

Turpentine—The price is down to 62 cents, one cent lower than last week, though some jobbers are still quoting 63 cents. An indefinite rumor hints at an easier feeling before the week goes by. The Standard Oil Co. is still trying to force down prices.

Linseed Oil—Prices are fluctuating between 53 and 56 cents, but as last week, we continue a little conservative in our quotations and place prices at 54 to 55 for raw, and 57 to 58 for boiled. Sales are very fair in both grades, but especially in raw. Boiled is slightly easier than last week, though quotations are the same. Jobbers expect an upward tendency any day.

White Lead—The leads—red and white—are going out more freely than for some time past, and are an indication of better things for the trade. The quotations remain the same as a week ago—genuine white at $6 to $6.15, and No. 1 at $5.90 per hundred pounds. Red lead is at $4.50 for genuine in casks, and one cent more per pound in kegs of 100 pounds.

Paris Green—Some sorting orders are received, and while the demand is not so great as during the past couple of weeks, the business is good. Drums are at 25¾c and barrels at 24½c. These are the quotations, too, of last week.

Glass and Putty—Fair is the best that can be said for these lines. Later on the demand will come. Jobbers, however, are satisfied with what business is going, and from the number of building permits issued all over the country no doubt there will be plenty of sales in a few weeks' time. The sorting season, too, will put renewed life into these two

A Unique Claim

"The only White Lead used in "ENGLISH" LIQUID PAINTS is Brandram's B.B. Genuine."

Does it sound familiar?

A Strong Selling Point

Everybody knows Brandram's B.B. Genuine White Lead. This helps the dealer to sell "ENGLISH" LIQUID PAINTS because he emphasizes this point.

A Leadership in Paints

This fact places "ENGLISH" LIQUID PAINTS in the front rank for body, covering capacity, and durability.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., Winnipeg,
Distributors for Western Canada

60% MORE FOR THE DEALERS!

The fact that this year the sales of ***MURESCO*** are ***60*** per cent. ahead of last year, proves that dealers are finding it a very profitable line to handle. Are you getting YOUR share of this increased business?

MURESCO WALL FINISH

WILL BRING YOU THE PAINTERS' ORDERS because painters all over the country are realizing that it is the best wall finish on the market for jobs of any size. Here is an example: The walls of the G. T. R. Stations at West Toronto, Brampton, Georgetown, Acton, Guelph, Berlin, Stratford, New Hamburg, Forest, Galt, St. Mary's, and many other places are finished with ***MURESCO.***

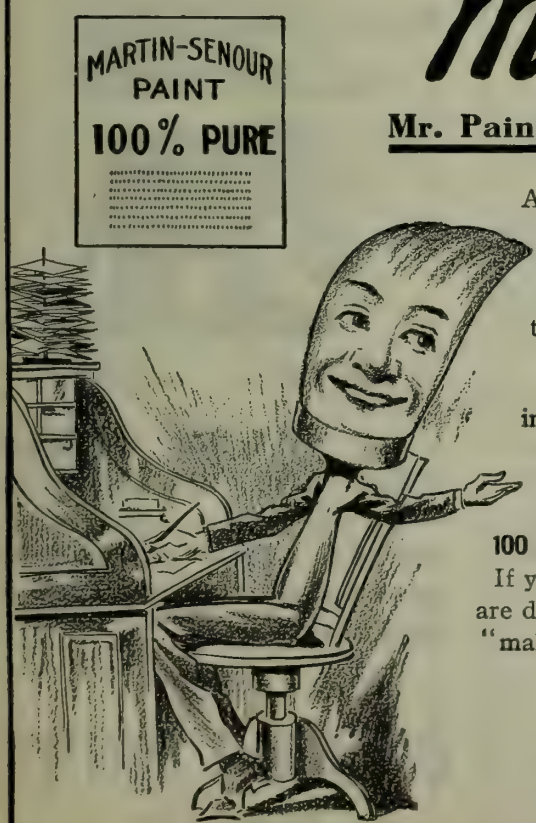
MURESCO **IS CHEAPER AND BETTER THAN WALL PAPER,** and it nets you a really handsome profit. Send to-day for price list.

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada. New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every respect.

Making Good



Mr. Paint Dealer:—

Are you a Martin-Senour agent? If you are we know you are "making good." In other words, you are pleasing your customers, building up trade, and by so doing adding to your profits. If not, we would like to tell you how we help our agents "make good" beyond all expectations. How they become leaders in paint society by

Securing the Best Paint Trade

in their locality.

This is what Martin-Senour agents are doing. Their sales are increasing each week, because by furnishing them with a superior article they are convincing the substantial property owner that it is better to use **100 percent Pure Paint** than the antiquated hand mixed lead and oil.

If you want to "make good" in the way that other Martin-Senour agents are doing, send us your name and address on a postal card and receive our "make good" proposition by return mail.

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

lines. Prices remain unchanged. Putty is at $1.65 for bulk in barrels, and at $1.90 for bladders in barrels.

Varnishes and Stains—The demand for these goods continues brisk, and is one of the features of the present business being done. Shellac varnish at $1.75 for pure white, and $1.65 for pure orange are the same as last week, and no change is anticipated in these summer lines.

Petroleum—The prices of a week ago continue unchanged, and the demand is fair. Pure white petroleum is at 13½c; water white, 15c; and Pratt's Astral, 17½. Benzine is at 18c per gallon in barrel lots, and motor gasoline is 18c.

—

TESTING OF OIL VARNISHES.

The German committee appointed to deal with the suppression of abuses in the production, trade and use of colors and paints has brought forward the following scheme, for the practical testing of commercial oil varnishes:

1. General Rules: (a) The varnish under examination must be applied with the brush, as in practice, and not with mechanical distributors. (b) In comparing varnishes, the specimens must be applied to sub-strata of the same kind, primed in the same way (strips of wood primed with a mixture of two parts white lead and one part of varnish composed of two parts oil of turpentine, one part of boiled linseed oil, and one part terebene). In case of doubt, the test must be repeated with both varnishes side by side on the same strip and applied as uniformly as possible. (c) The test for drying hard without tackiness must be also performed on sheets of glass, at a temperature not lower than 12 deg. C. (53½ deg. F.), or higher than 20 deg. C. (68 deg. F.), the varnish being laid on by hand.

2. Special Tests for Best Floor Varnishes: (a) Time of drying. When appiled to a non-stick, perfectly dry surface (or on glass), the varnish should be dust-dry in six to eight hours at 12 deg. C. (53½ deg. F.) in daylight, ceasing to be tacky at the end of ten to twelve hours and quite hard twenty-four to thirty hours. (b) Hardness and resistance to wear. Under the same conditions as (a), the varnish should stand rubbing with the dry finger at the end of twenty-four hours, and take a smooth polish with pumice and water without softening or tearing. (c) Resistance to the weather and washing. Under the same conditions of test, the varnish, at the end of twice twenty-four hours, is to be partly covered over with a wet cloth (clean water being used), and examined after eighteen hours. Although it may show a certain alteration as compared with the uncovered portion, in respect of gloss, color and hardness, all these latter qualities should return after the water has dried off (in about six hours). (d) Ability to mix with paint. One part of powdered litharge and four parts of the varnish, or two parts of pure powdered zinc white and three parts of the varnish or equal parts of pure white lead and the varnish, should furnish a paint that does not dry dull, and will keep liquid for at least two months when stored in a tightly closed receptacle. (e) Test for glossiness. After drying for twenty-four hours at 53 deg. F., the varnish should have about the same gloss as a similar fresh coating applied side by side on the same surface.

—

A HANDY SHELLAC BARREL.

Owing to the drop in price which brought denatured alcohol down to the present cost, users are enabled to cut their own shellac in quantities. A barrel may be rigged up as shown in the sketch that will hold 35 to 40 gal. of shellac which will not only facilitate the drawing of the liquid but assist in its liquefaction. A few rotations in the barrel will mix it up very thoroughly, says Wood Craft. The spigot may always return to its vertical position of a counterweight be attached diametrically opposite. A piece of heavy iron bar, bent to the shape of the barrel, can be attached with screws to make this weight.

Figure 2 illustrates a cross section of the assembled spigot with stopper in place. If made of hard wood and thoroughly soaked in linseed oil it will be found to act freely. In fitting it to the barrel, a hole is cut out of the latter to receive the 3-in. projection, A. Around this hole is flattened off a surface of about 4in., so that the surface, B, of the spigot may make a good tight joint with the barrel. Four screws are used to attach the spigot, being inserted through the rectangular portion and near the four corners. In placing the dry shellac in the barrel a large open-mouthed funnel will be found very effective in the way of a time saver. Three pounds of shellac to one gallon of alcohol will be found a fair proportion for cutting.

Shellac Barrel

—

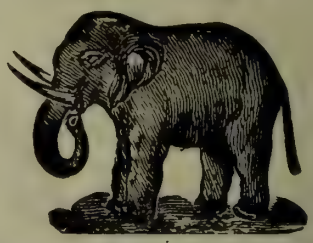
Alex. Scott, foreman of the Winnipeg, Man., Paint & Glass Co., committed suicide on the eve of his marriage. Financial worries and excitement unbalanced his mind.

THE MERRY WIDOW HAT

may be very popular at the present moment, but it is, alas! not here to stay.

Not so the

"ELEPHANT"

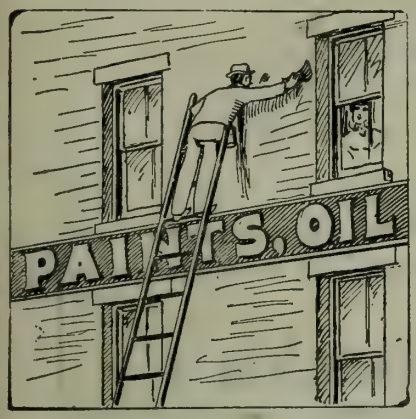


WHITE LEAD

It is with us all the time. Its popularity is increasing, and our WHITE LEAD mills are presently running night and day.

THE CANADA PAINT COMPANY

YOUR MONEY IN IT



All over the country you see men in this position to-day. It is a favorite spring position. It is a position which predominates wherever a live agent for

RAMSAY'S PAINTS

realizes that his money is in it, and now is the time to get profits out of it. You have invested money in Ramsay's Paints—The Right Paint to Paint Right are you doing your share to help us get orders for you? Look about your town! How many houses need paint? How many householders are thinking of painting? Then write us and tell us who they are. The result will be business and profit for you. Many agents are doing this. Are you?

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 Paint Makers

Getting the Business

Depends on quality and price. There are many paints on the market which sell at a much higher price than

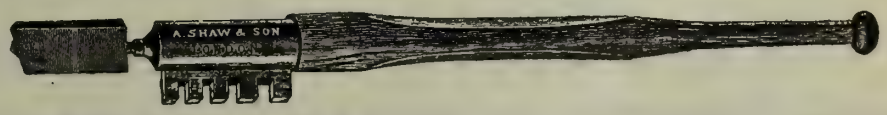
NEW ERA PAINT

but few which equal it, and positively none which surpass it, in quality.

Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

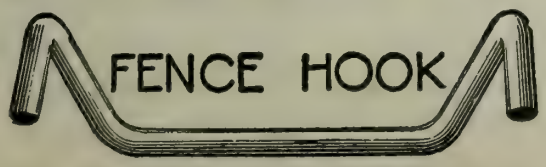
SUNLIGHT GOLD PAINT
Patented 1906.
BEST ON THE MARKET.
THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

A Standard Brand of Brushes

At a Reduced Price

The additional trade discount now in force on BOECKH'S BRUSHES establishes a new high record for value - giving because the well known fixed standard of quality has made them famous everywhere—they are permanent winners of trade.

The incentive to the dealer (at the reduced price) will unquestionably effect but one logical result, namely, a more determined purpose to laud their merits to customers.

And in view of the increased demand certain to arise we make the trite suggestion that it would be well to order early — ***order now.***

Boeckh's Brushes

UNITED FACTORIES, LIMITED, Toronto, Ont.

ESTABLISHED IN 1796

English For all

FALCON TRADE MARK

Varnish Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Here Are Two Floor Finishes——

"Flattine" and "Gutta Percha"

which will interest your painter customers. Flattine contains no wax, and is exceedingly tough and durable, producing an even and full semi-gloss finish without the labor and expense of rubbing. It has remarkable moisture-resisting qualities, and will not scratch or mar white. Gutta Percha is a very quick and hard-drying varnish, drying over-night under favorable conditions, with the toughness of gutta percha. One coat of Gutta Percha is sufficient to properly finish old and new natural wood floors which have been properly filled, and on painted floors.

Sealed cans only. Full Imperial Measure.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of "Elastica," "Gutta Percha," and "Flattine" Floor Finishes, and "Flattine" Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

HOW FAR CAN HE JUMP?

You cannot determine how long PAINT will wear or how well it will look after it has been applied 6 months to a year, by merely looking into the can or keg any more than you can tell by looking at a frog, how far he can jump.

The real test is the actual one, the exposure on the side of a house. Ordinary paints change form, discolor, become porous, crack, peel or chalk off and soon go to pieces on exposure to the excessive heat or moisture of some climates.

LUCAS TINTED GLOSS PAINT

is scientifically prepared. There is no Chemical Activity present, none from the atmosphere can attack its smooth, glossy, attractive appearance or destroy its great protective or decorative qualities.

DON'T LOOK FOR THE PROOF IN THE CAN

Look for it in the record the paint has made in actual service everywhere.

JOHN LUCAS & CO. MANSFIELD, Ohio.

Gents,—It gives me pleasure to speak of the sterling qualities of Tinted Gloss Paint which I have handled for 20 years. The universal satisfaction which they give to my customers and their increasing sale is sufficient evidence of their superior worth.

I would not keep store without a line of LUCAS Tinted Gloss Paint in stock. J. W. FOLTZ.

JOHN LUCAS & CO.

PHILADELPHIA NEW YORK CHICAGO BOSTON

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg. Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

June 13, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ... per lb.	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plate 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	9 00
" " 2 "	....	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	13 50
Cut lengths, round, bars, ½ to 2 in	....	23 00
Plain sheets, 14 oz	....	21 00
Plain, 16 oz., 14x48 and 14x60	....	21 00
Tinned copper sheet, base	....	24 00
Planished base	....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 60	2 65
11 gauge	2 60	2 70
14 "	2 50	2 45
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 65
26 "	2 65	2 80
28 "	2 70	2 95

CANADA PLATES.

Ordinary, 52 sheets	....	2 60
All bright "	....	3 60
Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10⅝ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2 "	20 00	20 25
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	1 90	2 00
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 95	....
Sleigh shoe steel	1 95	2 20
Iron finish machinery steel (domestic)	2 05	2 20
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 30
Sheet cast steel	0 15	0 15
Toe calk steel	2 45	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	....
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 00 31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	6 75	7 00
" 14x60, "		
" 14x65. "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 60	3 65
Bar, "	4 10	4 15
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per b., extra.

SHEET ZINC.

5-cwt. casks	6 75	7 00
Part casks	7 00	7 25

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 and 5 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass	0 10½	0 09½
" yellow brass	0 08	0 08½
Light brass	0 05½	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	13 00	14 00
Stove plate	10 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 05½	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	1 70
No 7 Fuller's	"	2 00
No. 4½, "	"	2 10

Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 .... 2 35
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 00	¼ inch	2 85
⅜ "	2 25	⅜ "	3 05
½ "	2 72	½ "	3 57
¾ "	3 68	¾ "	4 83
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 50	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 16	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 55	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb.	4 50	4 75

STOCKS AND DIES

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	....	0 40
2-lb. or over "	....	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.	
Sulphate of copper (bluestone)		0 08
Litharge, ground		0 05½
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 8
Golden ochre "	....	0 [illegible]
French " "	....	0 8
Chrome green "	....	0 9
French permanent green "	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons		0 04½

GLUE.

Domestic sheet, in barrels	....	0 09½
French medal "	....	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	....	0 24½
25-lb. drums	....	0 25½

PIGMENTS.

Orange mineral, casks	....	0 09
" " 100-lb. kegs	....	0 09½

CLAUSS BRAND EBONY HANDLED RAZORS

FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

169 Spadina Ave.

TORONTO, - ONTARIO

WRITE FOR TRADE DISCOUNT

PREPARED PAINTS.

	Quart cans
Barn (in bbls.)	0 80
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls.	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum, per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 09½ 0 10½
Motor Gasoline single bbls	0 18
Benzine, per gal single bbls	0 17
Turpentine, single barrels	0 63 0 64
Linseed Oil, " raw	0 51 0 53
" " boiled	0 54 0 56

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Canadian pure	5 65	5 90
No. 1 Canadian	5 40	5 65
Munro's Select Flake White	5 90	6 15
Elephant and Decorators' Pure	5 80	6 15
Tiger Pure	5 90	6 15
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 65	5 80
"Crown and Anchor," pure	5 80	5 95
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 90	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50
Genuine, 100 lb. kegs, "	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 55	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 65
No. 1 Orange, "	1 30

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No 1		0 90
" " union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Fla tine floor finish, per gal		3 00
Elastica exterior finish 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

ONTARIO AND QUEBEC.

Slater's felt per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Dry Cyclone, per roll	0 50
Tarred Cyclone	0 60
Surprise, per roll	0 40
Resin sized per roll	0 45
Dry Sheathing, per roll	0 32
Tarred " "	0 40
Heavy straw, dry & tarred, per ton	37 50
In Maritime Provinces "	42 50
Carpet Felt, per 100 lbs	2 75
Tarred Felt, per 100 lb.	2 00
Pitch, Boston or Sydney, per 100 lbs	0 75
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per roll	0 90
3 " " " "	1 15
2 Ply complete, per roll	1 30
3 " "	1 50
Cement, barrels, per gal	0 15
" tins "	0 20
Coal Tar, per barrel	3 50
Coal Tar, tins, per gal	0 15
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Caps and Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood	3 40	
"Iron Clad" cotton	2 10	
Iron Clad" paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discoun 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Cheat hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10: No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes, per lb	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 0 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean. per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

FILES.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT. **PURE COAL TAR ROOFING PITCH.**

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO **MONTREAL** **WINNIPEG**

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 9½x11		4 00
" pointing, 9½x5.....		2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00	
" " ⅝ " .... "	10 00	
" " ¾ " .... "	12 00	
Leather, 1-inch .....per doz.	4 00	
Leather, 1¼ " ..... "	5 20	
Web..... "	2 45	

HOES.

Garden, 50 and 10 per cent.

Planter..... per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch		3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes. $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'.....	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2.....	5 50
Saw Vise.....	4 50 5 00

Blacksmiths', 60; parallel, 45 per cen..

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per Cent.
" " ½ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ½ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in.. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"O" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.

Drive Screws, dis. 87½ per cent.		
Bench, wood .....per doz.	3 25	
" iron ..... "	4 25	

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c.; 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ¼c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3

OUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

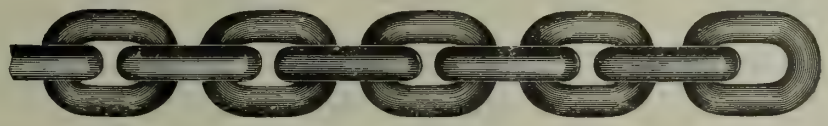
KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 per cent.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 p.c.		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 3 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinued, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25	
Small heel	4 50	

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 13½
"British" Manilla	0 11
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09
" double	0 10
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "	....	0 10
Deer Creek "	....	0 10
Deerlick "	....	0 25
" Axe "	....	0 15
Lily white "	....	0 42
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "	....	24 00
" 200 lb. and over	....	26 00

This Catalogue Free
To Dealers and Contractors

Contractors and dealers who are interested in building operations this season should have on hand a copy of our handsome new catalogue.

It contains information of great value in regard to the selecting of the most suitable material for each particular job and the best plan for laying same.

It tells fully just what you would like to know about the different roofing finishes, such as Asphalt, Rubber and Crystal, and gives interesting matter about Waterproof Felt, Rubber Valley Composition, Elastic Roof Paint, etc.

A post card request brings it, along with any other information you desire.

Brantford Roofing Co. Limited
Brantford, Canada

SELLING AGENTS :
Chas. A. Sullivan, P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada. Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co., Sherbrooke, Que.
Fleck Bros., Limited, Vancouver, B.C.
Imperial Export Co., Toronto, Ont.

Amatite ROOFING

TRADE B MARK

THIS advertisement will bring to your attention the *best and cheapest ready roofing* on the market. Here is how we prove it the best.

In the first place Amatite is made in one standard thickness, whereas, other ready roofings range from a thin, flimsy half-ply to a three-ply thickness.

The three-ply thickness(which by the way is only one sheet of felt) is the only kind that can be compared with Amatite.

But right here is the point. Amatite is better made, has better waterproofing material, and weighs more per square foot than the three-ply grade of other makes, and *costs much less.*

These facts make Amatite the most desirable roofing made.

But in addition to its superiority in material and manufacture, Amatite has one distinction which makes it stand out above all others. *It has a real mineral surface.*

It is hardly necessary to state the advantages of such a mineral surface, the freedom from painting or coating, the perfect protection against all kinds of weather, the great durability.

This mineral surface is embedded in a layer of Pitch, *the greatest known waterproofing material.* Beneath this in turn are two layers of the best grade of wool felt—cemented together by more Pitch, making the whole a roofing that is *absolutely waterproof.*

No other ready roofing can compare with this mineral-surfaced, waterproof, weather-proof, durable roof. That's why we say—*Don't buy your roofing until you have seen Amatite.*

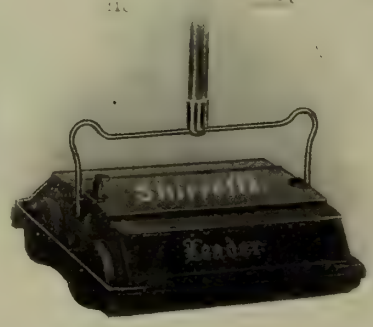
Free Sample and Booklet

Send for Free Booklet and Sample to-day. It will pay you to get acquainted with Amatite. Address nearest office.

The Paterson Manufacturing Co., Ltd.
Toronto, Montreal, Winnipeg, St. John, N.B. Halifax, N.S.

Stronger yet Lighter!

A Carpet Sweeper that is at once lighter and stronger than any other on the market should command your attention. That is only one of the many fine features of the



Shirreff Carpet Sweeper

All metal parts are steel, either nickled or enameled, making the Shirreff much lighter and stronger than sweepers having cast iron parts. The Shirreff runs smoothly on frictionless metal bearings. Dirt can't touch the axles of a Shirreff because a tube protects them. Besides all these good points, don't forget that the

Shirreff is the only Sweeper which discharges dirt towards the centre.

You can empty the Shirreff into an ordinary dustpan.

THREE GRADES
LEADER — PREMIER — PARLOR PRINCE
PRICE LIST ON REQUEST

Shirreff Mfg. Co., Limited
BROCKVILLE - - - ONTARIO
ORDERS SOLICITED THROUGH THE JOBBING TRADE

"As good as the 'GALT' KIND?
It's doubtful—Anyway my customers *ask* for the 'GALT' KIND."

Galt "Classik" Ceilings

are so well and so favorably known that it is hardly necessary to say much about them here.

What we do want to tell you is that we have recently added several *new designs* including the beautiful:

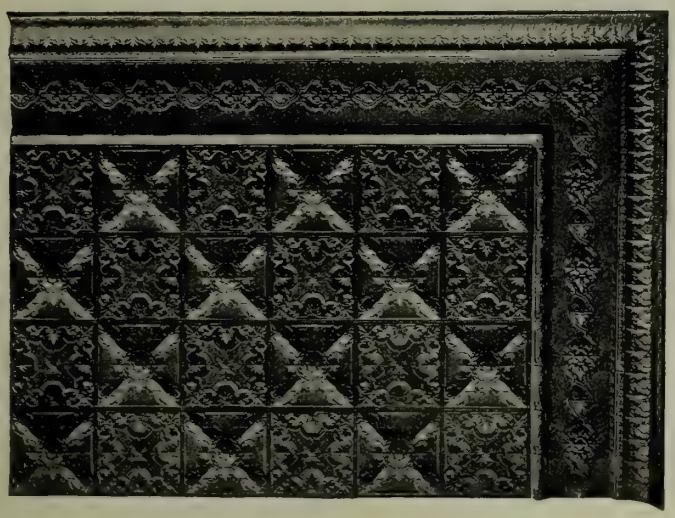
"EMPIRE" Classification.
"GALT" Embossed Steel Tile.
"GALT" Crimped and Beaded Sheets,
Etc.

Write to-day for our new Enlarged Ceiling Catalog "A2." Price Lists, Advertising Matter, etc. New Roofing Catalog is now ready—you need it too.

THE GALT ART METAL CO., LIMITED
GALT, - - ONTARIO

GEN. CONTRACTORS' SUPPLY CO., Halifax, N.S.
ESTEY & CO., St. John, N.B.
W. D. BEATH & SON, Toronto, Ont.
DUNN BROS., Winnipeg and Regina.

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

The Metal Shingle and Siding Co., Limited

PRESTON, ONT. MONTREAL, QUE.

GENERAL SALES AGENTS:

EMERSON & FISHER, LTD., St. John, N.B. J. A. BERNARD, Quebec.
CLARE & BROCKEST, Winnipeg. ELLIS & GROGAN, Calgary.
W. N. O'NEILL AND CO., Vancouver.

SEYMOUR SHEARS

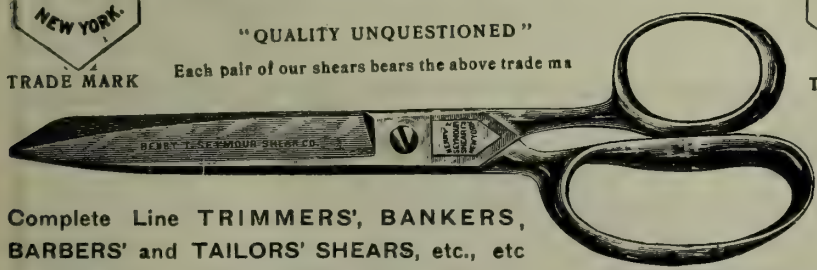
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade ma



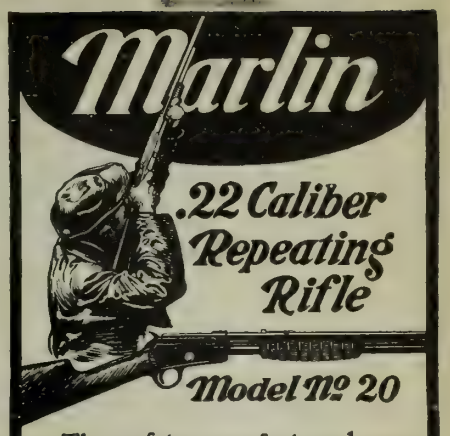
Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

IEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Marlin



The safety, comfort and convenience of the *Marlin* solid top, closed-in breech and side ejection features are combined with the quick, easy manipulation of the popular sliding fore-end or "pump" action in the new Model 20 *Marlin* rifle.

In rapid firing—the real test of a repeater— the *Marlin* solid top is always a protection and prevents smoke and gases blowing back; the ejected shell is never thrown into your face or eyes, and never interferes with the aim; the fat forearm fits your hand and helps quick operation.

It handles the short, long and long-rifle cartridges without change in adjustment, and the deep Ballard rifling guarantees the accuracy, making it the finest little rifle in the world for target shooting and for all small game up to 150 or 200 yards.

For full description of all *Marlin* Repeaters, just get our catalog. Mailed free for 3 stamps postage.

THE SIGN OF A SOLID TOP SIDE EJECTION *Marlin*

The Marlin Firearms Co.

91 Willow Street

NEW HAVEN, CONN.

STANDARD STICK---PASTE---SALTS---FLUID

IF YOU USE SOLDERING MATERIAL, WHY NOT USE THE BEST

"STANDARD" material is A GOOD BIT BETTER THAN ANY OTHER

Insist on "STANDARD"
SOLDERING STICK
SOLDERING PASTE

NO ACID
NON - CORROSIVE
GET IT—TRY IT—YOU'LL ALWAYS BUY IT

IT DOES THE WORK
SOLDERING FLUID
SOLDERING SALT

THE R. E. T. PRINGLE COMPANY, Limited

MONTREAL, QUE. ***WINNIPEG, MAN.***

SEND FOR CATALOGUE

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

Note vertical motion.

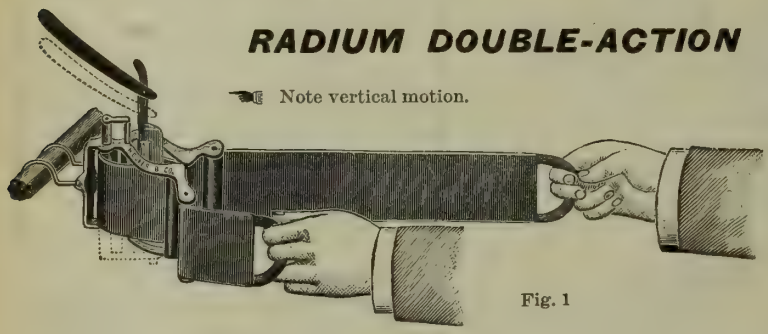
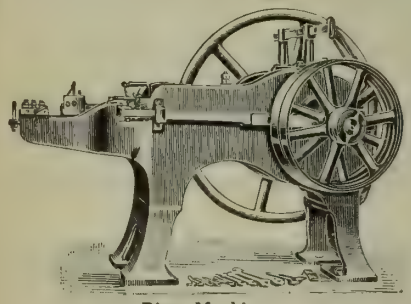


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES



Rivet Machine

ED. BRAND ENGINEER,

'THE' Wire Working Machinery Specialist

35, Shakespeare Street, MANCHESTER, England.

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving.

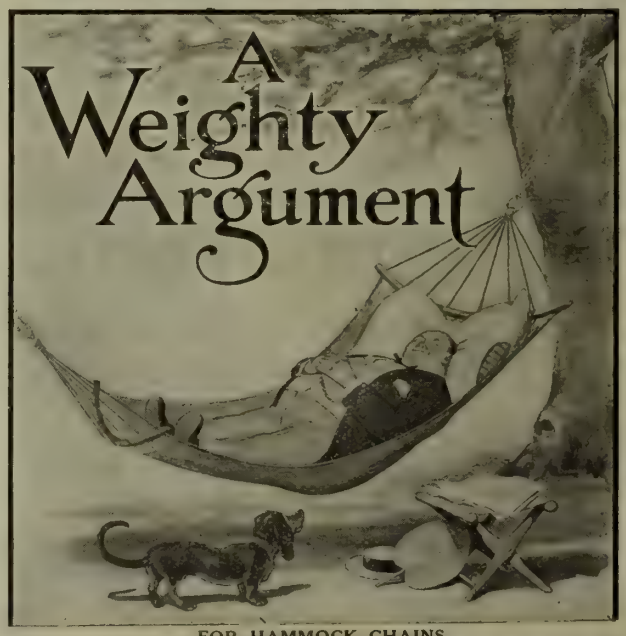
Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c.

Plants working in all parts of the world. Experience extending over many years in the Wire Trade.

CORRESPONDENCE SOLICITED

Mention Hardware and Metal when writing.

HAMMOCK INSURANCE



FOR HAMMOCK CHAINS

Hammock Chains are infinitely stronger than rope. Tested to bear the weight of five heavy men. Most easily adjusted. Will not slip. Made in three sizes: 3 ft., 6 ft. and 9 ft. respectively. Attractively packed, one set to a box. A convenient shelf package. Will appeal to every householder. Be sure you have these chains in stock before the season opens.

ASK YOUR JOBBER

Hammock Chains

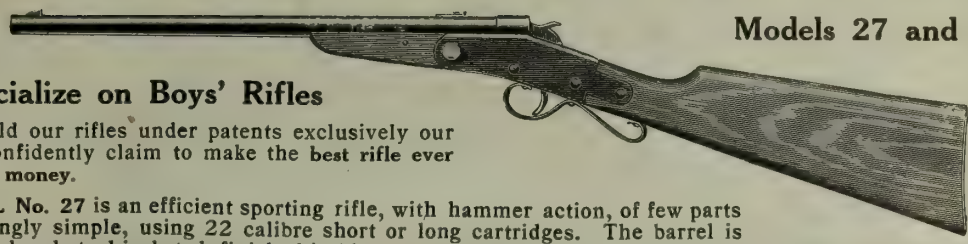
make the USE OF ROPE on Hammocks

Criminal Negligence

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

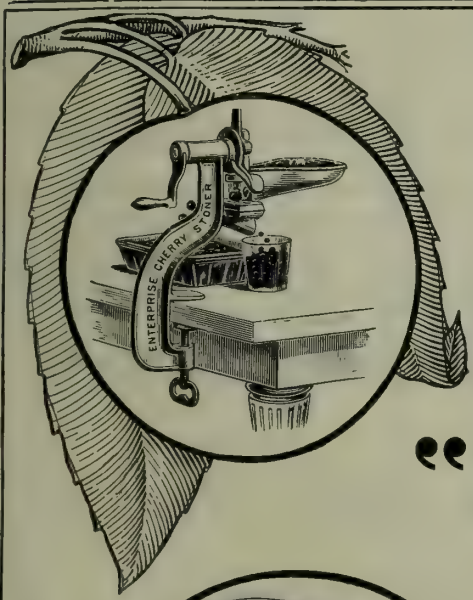
MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

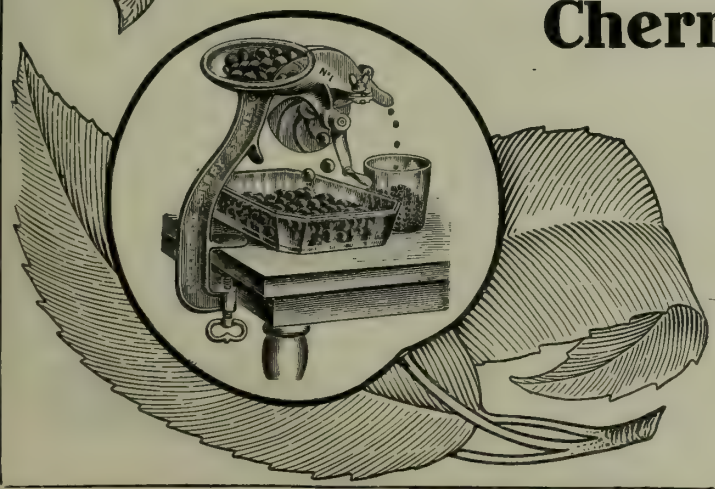


When "Cherries are Ripe"

and women are busy at their preserving kettles, you'll gain their approval—a good thing—and their trade—better still—if you can supply them promptly with an

"ENTERPRISE"

Cherry Stoner



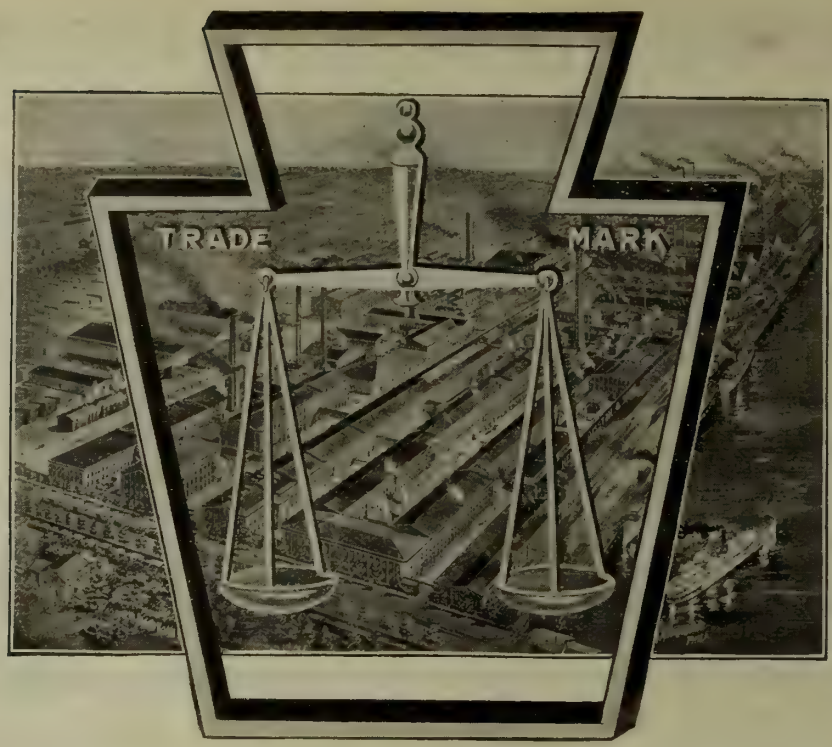
Cherry season is short. Wise dealers have the **"Enterprise" Cherry Stoner** on their shelves in time. When a woman has her cherries ready for stoning she won't wait 'till you order it. She won't wait, either, for an **"Enterprise" Fruit Press.** When she wants it she wants it quick! She will go somewhere else if you haven't it. *Stir up the jobber.* Write to-day for our latest catalog.

The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

21 Murray St., New York 438 Market St., San Francisco

Disston Saws

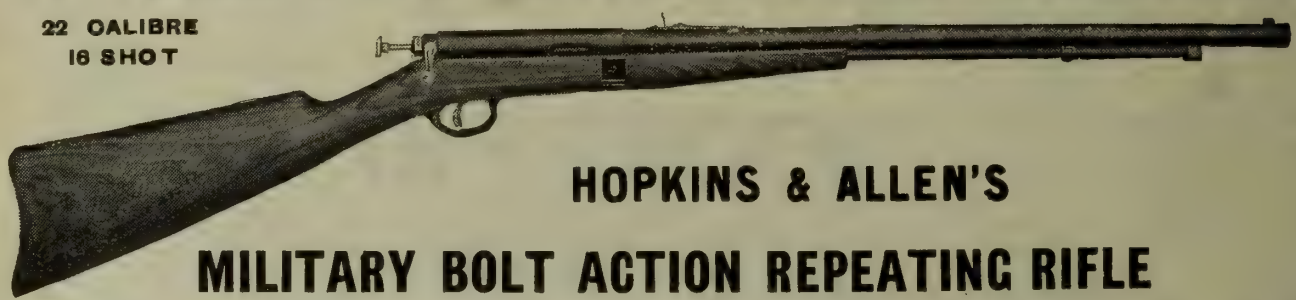


The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

HENRY DISSTON & SONS, Inc., Philadelphia, Pa.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

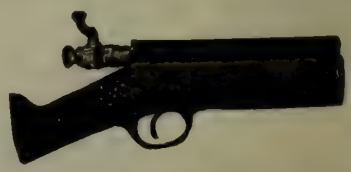
$10.75 LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.



Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN, U.S.A.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

A Grip on Your Good-Will

If you will read through one copy of Plumber and Steamfitter of Canada, you will decide that you could not afford to be without it, if the subscription price were $5.00 per year instead of 50c. per year, which is the rate to Hardware and Metal subscribers.

The fact that we hold practically all of our subscribers, shows the strong hold we have on their good will.

Our editors and correspondents are on the look out for every job that is worth describing and illustrating. We show our readers the best work that is being done by Plumbers and Steamfitters in the various provinces of the Dominion; tell them of the difficulties that have been encountered, and explain how they have been overcome.

Subscription price 50c. per year to subscribers of Hardware and Metal.

Is not this paper worth one cent per week to you?

Plumber and Steamfitter of Canada

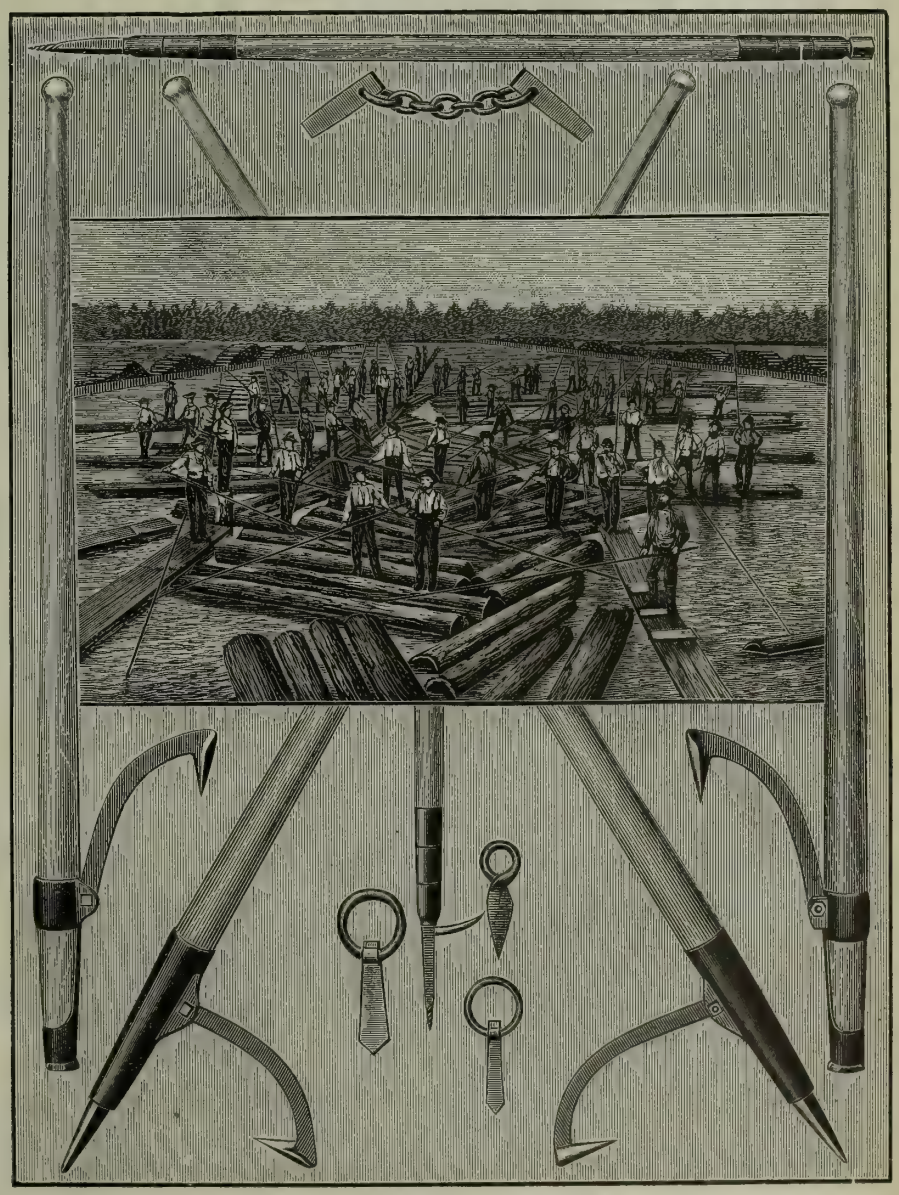
MONTREAL TORONTO WINNIPEG

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

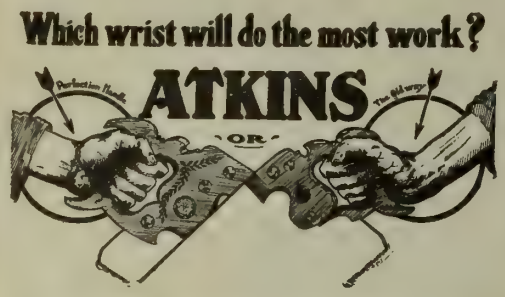
Best Logging Tools are The Soo Line



MANUFACTURED BY THE

Canadian Logging Tool Co., Limited

Sault Ste. Marie, - Ontario



Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.

Home Office and Factory: INDIANAPOLIS, IND.

Mr. Hardware Dealer,

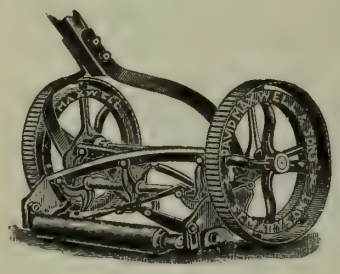
Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and prices to-day.

Here's The Lawn Mower You Can Sell



You have only to show the "MAXWELL" Lawn Mower to sell it. Substantial looking. Solid and strong. Makes mowing light work because it runs easily and cuts smoothly and evenly.

Blades are made of specially hardened steel that holds its sharpness. We make it worth your while to sell "MAXWELL" Lawn Mowers exclusively. Write for prices to dealers.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

BOOM

BOOM

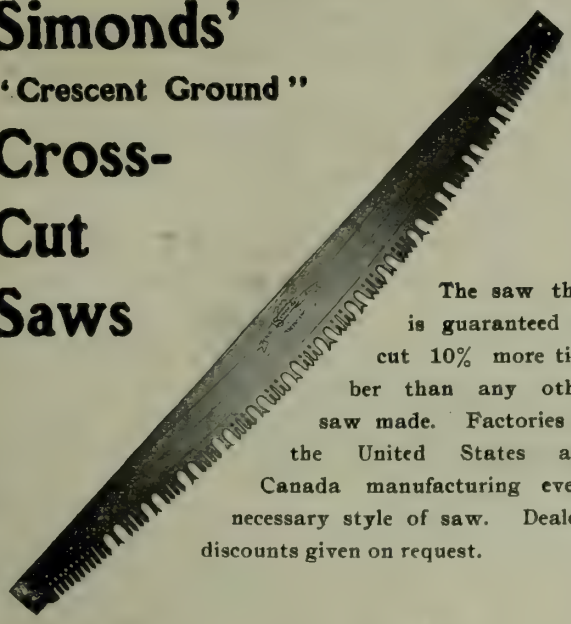
Everything is Booming and one of the **necessities** to a Boom is building Railroads, Canals, Bridges, Roads, Streets, Factories, etc., etc. **Well, we manufacture a line of goods**, that is a **necessity** to the Contractors that do this work. Therefore **Messrs. Hardware and Supply Men, be prepared** to meet your customers with the goods that will give them **the best satisfaction** by getting in a supply of **Our Wheelbarrows, Scrapers, Trucks, Forges, Blowers, Drills, etc.**

The LONDON FOUNDRY CO., Ltd., London, Canada

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co. LIMITED

Montreal, P.Q.

Toronto, Ont. **St. John, N.B.**

Things Seem to be Very Good Again

and we have almost forgotten the crimp which was put in business lately.

McDougall Pumps will make you forget all your pump troubles and your customers will resign from the Anvil Chorus.

"Aremacdee" quality is a panacea for all Pump ills, our catalogue, please ask for it.

The R. McDOUGALL CO.

Galt, Canada LIMITED

Spear and Jackson Saws

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S
COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB, - 13 St. John St., Montreal

Sole Canadian Agent
W. GILBERTSON & CO., LTD., Makers, Pontardawe, Wales

A Photograph of a Bartlett
AWNING
after seven years' wear. Covers 50 feet. Rolls from one end. Requires only 20 lbs. pull to operate. We make every shape but only the best Awnings. Send measurements and get prices.

Wm. Bartlett & Son, 20 Adelaide St. W., Toronto

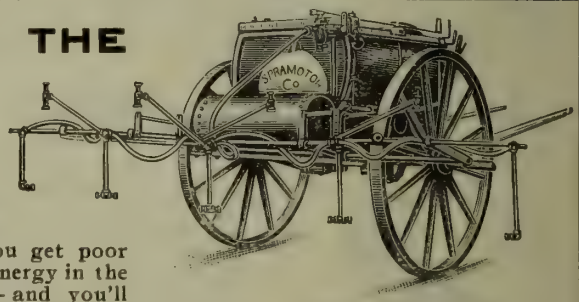
DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

CUT OUT THE "Wild Mustard"



Don't stock up with "little-known" sprayers. They're simply "wild mustard." You get poor returns. Put your trust and energy in the "well-known" Spramotor — and you'll harvest a big crop of sprayer-profits this season. Write for further particulars.

W. D. HEARD
1243 King St., London, Ont.

THE ERECTION AND REPAIR OF
WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Letters

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

CANADIAN ORNAMENTAL IRON CO.

SPECIALTY - - - IRON FENCES.

35 YONGE ST. ARCADE.

TORONTO.

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
Amatite 68
Ambard, Lucien F. & Co 28
American Shearer Co..... 11
Atkins, E. C., & Co..... 74
Atlas Mfg. Co..... 11
Aylmer Pump & Scale Co..... 18

B

Bailey-Underwood Co..... 30
Baglan Bay Tin Plate Co..... 77
Banwell Hoxie Wire Fence Co 10
Barnett, G. & H. Co., outside back cover
Bartlett, Wm 76
Barton Netting Co 20
Boker, H. & Co. ..outside front cover, 70
Bowser, S. F., & Co., Limited..... 22
Brand, Ed 70
Brandram-Henderson, Limited 58
Brantford Screw Co..... 80
Brantford Roofing Co. 68
Buffalo Mfg. Co..... 28
Butterworth & Co..... 24

C

Canada Cycle & Motor Co 28
Canada Foundry Co 12
Canada Horse Nail Co..... 14
Canada Metal Co..... 13
Canada Paint Co..... 60
Canada Screw Co 29
Canada Wire Goods Mfg. Co..... 12
Canadian Bronze Powder Works..... 61
Canadian Fairbanks Co 9
Canadian Hart Wheels Co..... 17
Canadian Heating & Ventilating Co... 27
Canadian Ornamental Iron o 77
Canadian Rubber Co....outside back cover
Caverhill, Learmont & Co 7
Canadian Logging Tool Co..... 73
Carter-Crume Co..... 11
Cavers Bros 17
Chicago Spring Butt Co.,..... 1
Clauss Shear Co..... 65
Collins Mfg. Co 11
Consumers' Cordage Co..... 21
Covert Mfg. Co..... 51
Crescent Wire & Iron Works 11

D

Davey & Co..... 11
Davidson, Thos., Mfg. Co..... 15
Dennis Wire and Iron Co..... 76
Dieckmann, Ferdinand..... 51
Dillon, R..... 12
Directory of Manufacturers..... 11
Disston, Henry, & Son..... 72
Dominion Cartridge Co..... 30
Dominion Wire Mfg. Co..... 19
Dominion Hammock Co..... 19
Dorken Bros.....outside front cover
Dowswell Mfg. Co 10
Drummond-McCall. 7

E

Enterprise Mfg. Co..... 71
Erie Specialty Co.....inside back cover

F

Ferrosteel Co 24
Ford Auger Bit Co..... 12
Forsyth Mfg. Co 19
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co..... 68
Gibb, Alexander..... 71
Gilbertson, W., & Co..... 76
Greening, B., Wire Co.. 23
Grove Chemical Co 12
Guelph Spring & Axle Co..... 77
Gutta Percha & Rubber Mfg. Co .....
outside back cover
Gurney Foundry Co..... 25

H

Hart & Cooley 24
Hamilton Bridge Co..... 20
Hamilton Cotton Co..... 17
Ham lton Rifle Co 71
Hanover Portland Cement Co 11
Harris, J. W., Co..... 16
Heard, W. A..... 76
Heinisch, R., Sons Co..... 57
Hopkins & Allen Arms Co..... 72
Howland, H. S., Sons & Co.. 5
Hutton, Jas., & Co..... 12
Hyde, F. & Co..... 76

I

Imperial Varnish and Color Co..... 57
Independent Cordage Co..... 22
International Varnish Co..... 63

J

James & Reid 11
Jardine, A. B., & Co. 77
Johnson's, Iver, Arms and Cycle Works 55

K

Kemp Mfg. Co..... 8
Kerr Engine Co.... ... inside back cover

L

Lamplough, F. W..... 22
Leslie, A. C., & Co. 56
Lewis Bros., Limited 3
Lewis, Rice, & Son.....
inside front cover
Lockerby & McComb..... 74
London Foundry Co..... 74
London Rolling Mill Co 17
Lucas, John & Co 63
Lufkin Rule Co.....inside back cover
Lysaght, John ....outside front cover

Mc

McArthur, Alex., & Co 64
McArthur, Corneille Co.. 62
McCaskill, Dougall & Co..... 61
McClary Mfg Co 26, 13
McDougall, R. Co..... 75
McFarlane, Walter..... 1
McGlashan-Clarke Co., Ltd 20
McKinnon Dash & Metal Works 21

M

Marlin Firearms Co 69
Manitoba Iron Works Co..... 51
Manufacturers List Co..... 11
Maple City Mfg.Co..... 14
Maxwell, David & Sons 74
Martin-Senour Co..... 59
Meaford Wheelbarrow Co..... 18
Metallic Roofing Co 53
Metal Shingle and Siding Co..... 69
Montreal Rolling Mills Co 55
Moore, Benjamin, & Co. 59
Morris & Bailey Steel Co 15
Morrison, James, Brass Mfg. Co 31

N

Nelson, H. W., & Co..... 23
Newman, W., & Sons 11
Nicholson File Co.. 79
Nickle Plate Stove Polish Co 12
North Bros. Mfg. Co..... 2
Nova Scotia Steel and Coal Co. 77
Novelty Mfg. Co 29

O

Oakey, John, & Sons..... 77
Ontario Lantern & Lamp Co 16
Ontario Tack Co..... 15
Ontario Wind Engine and Pump Co .. 11
Orford Copper Co 77
Oshawa Steam & Gas Fittings Co..... 12
Otterville Mfg. Co..... 76
Owen Sound Wire Fence Co..... 14

P

Parker Wire Goods Co 11
Parmenter & Bullock Co..... 11
Paterson Mfg. Co..... 66
Penberthy Injector Co 31
Pearson, Geo D. & Co..... 21
Pease Foundry Co..... 51
Pelton, Godfrey S 61
Peterborough Lock Co..... 21
Pink, Thos 2
Plymouth Cordage Co..... 22
Pringle, R. E. T..... 69

Q

Queen City Oil Co..... 57

R

Ramsay, A., & Son Co..... 61
Rapid Tool Co..... 14
Richardson, J. E..... 77
Ridgeways Collecting Agency..... 55
Robertson, James Co..... 70
Roper, J. H 27
Ross Bros 51
Ross Rifle Co..... 80

S

Samuel, M. & L., Benjamin, & Co..... 9
Seymour, Henry T., Shear Co..... 69
Sharratt & Newth 57
Sherwin-Williams Co..... 53
Shirreff Mfg. Co..... 68
Simonds Mfg. Co..... 73
Simonds Canada Saw Co..... 75
Smart, Jas , Mfg. Co..... 27
Spear & Jackson 75
Stairs, Son & Morrow..... 79
Standard Chain Co..... 67
Standard Paint and Varnish Works... 61
Steel Trough & Machine Co..... 11
Stevens-Hepner Co..... 31
Still, J. H . Mfg..... 16
St. Arnaud Freres 55

T

Taylor-Forbes Co. .. outside front cover 13
Thompson, B. & S. H., Co.....
outside back cover
Time Saving Coupler Co..... 31
Toronto Plate Glass Importing Co. 10

U

United Factories Ltd..... 62
United States Steel Products Co 32

W

Want Ads..... 49
Western Wire & Nail Co..... 61
White Mop Wringer Co. inside back cover
Whitman & Barnes 18
Wilkinson, Heywood & Clark..... 62
Wood-Vallance & Co..... 4
Wright, E. T., & Co 17

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Ham lton.
Montreal Rolling Mills, Montreal

Box Strap
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd., Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 143 Lafayette St., New York.

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.
Marlin Firearms Co., New Haven, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co , Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Glue.
The Grove Chemical Co. Ltd Bridge, Wigan, Lancs, Eng.
Quibell Bros., Ltd., Newark-on-Trent England

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd ,Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Can da Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette Street, New York.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.
Canadian Ornamental Iron Co. Toronto

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd ,Montreal
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.
Gil ette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
McClary Mfg. Co., London, Ont.
Sanderson-Harold Co., Paris, Ont.

Registers
Ferrosteel Co., Cleveland, Ohio.
Hart & Cooley New Haven, Conn.
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Canada Screw Co., Hamilton, Ont.
Hassall, Jno., 183 Lafayette Street New York.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co , Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Canada Screw Co., Hamilton Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silver are.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co. Montreal
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Bowes, Jamieson Co., Hamilton, Ont.
Davidson, Thos., Mfg. Co., Montreal
Clare Bros., Preston, Ont.
Harris, J. W., Co., Montreal.
Kemp Mnfg Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.
Meaford Wheelbarrow Co., Meaford, Ont

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co , Montreal.
Stairs Son & Morrow, Halifax, N.S

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

BRANTFORD SCREW CO.

LIMITED

BRANTFORD

MAKERS OF BOLTS AND SCREWS OF SUPERIOR QUALITY

LET US QUOTE YOU

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.

Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

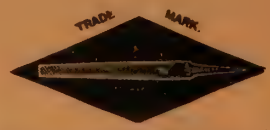
ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1866. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"It holds, where others fail"

WE WANT YOU TO TRY

Sheet and Spiral Packing

Long Fibre Asbestos and Rubber Perfectly Combined

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver.

IN STORE AND ARRIVING BY FIRST STEAMERS:

"F. B. & W." Dry White Lead
" Genuine Red Lead
" Orange Mineral
" Ground Litharge
" Flake Litharge
Reduced Red Lead
"V.M." Zinc Oxides
Nitrate of Lead

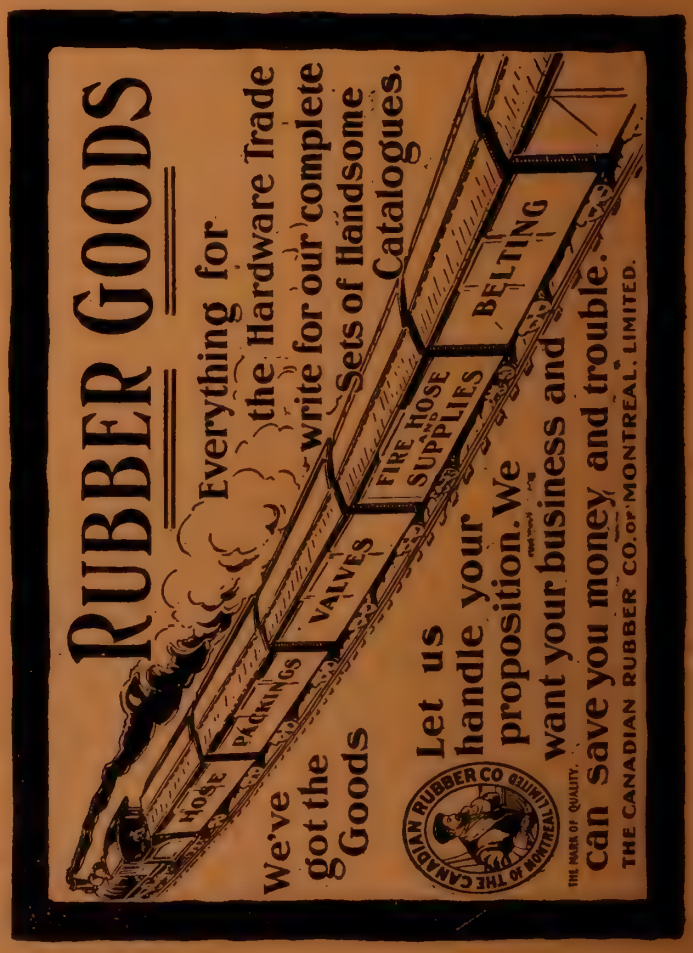
We can quote you lowest prices, and shall be pleased to have your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.



CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. · TORONTO, 10 Front St. East. · WINNIPEG, 511 Union Bank Building. · LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, JUNE 20, 1908 NO. 25.

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Plyers Vices

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses

DON'T FORGET

The difference between English and American gauges when comparing prices on GALVANIZED IRON.

28G. Eng. = $10\frac{3}{4}$ oz. per sq. foot.
26G. " = $12\frac{1}{2}$ oz. " " "

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

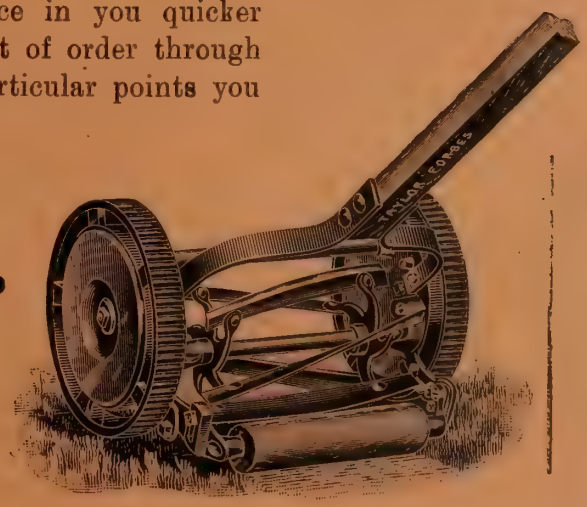
A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

They Don't Get Out of Order

Nothing will destroy your customers' confidence in you quicker than selling them Lawn Mowers which get out of order through poor material and workmanship. In these particular points you can always rely on any

TAYLOR-FORBES

Lawn Mower



The name is a guarantee of the highest excellence in material and workmanship.

CATALOGUE ON REQUEST.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, - GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West. ST. JOHN, N.B.—H. G. Rogers, Agent.

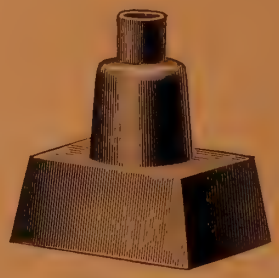
VICTORIA, B.C.—J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

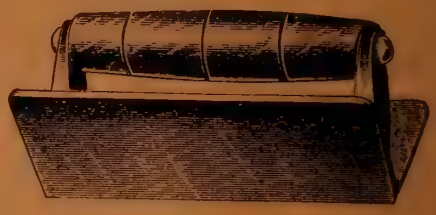
Cement Workers' Tools

Concrete has been demonstrated to be the most enduring building material known, both in its ability to resist the ravages of time or its compressive and tensile strength, as shown by tests of modern appliances.

Straight End Jointer

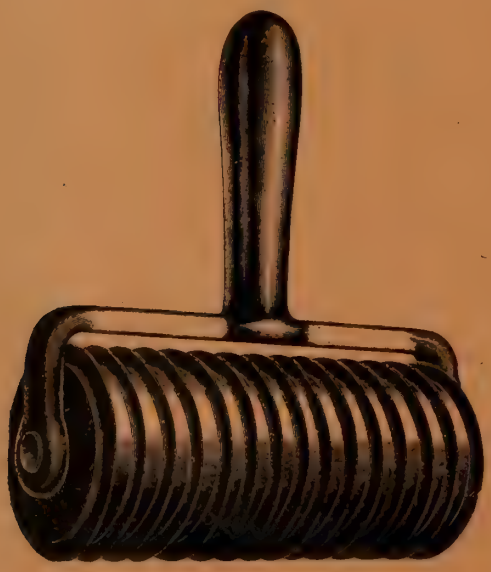


Pounder



Corner Trowel

Our special Bronze Tools which cannot rust, aid materially in perfecting with ease the most troublesome or plain work in concrete building.



Line Roller

Edgers

Edgers

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

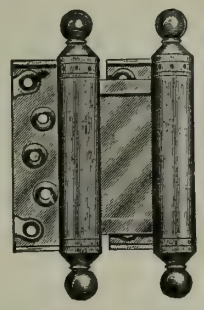
Fultonville, New York

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

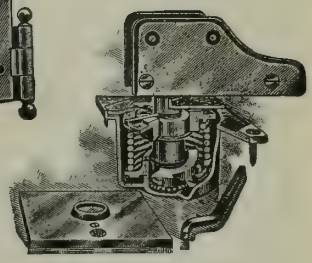
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE
- Well Advertised
- In Demand
- Easily Sold
- Satisfactory in Use
- Of Known Reputation

THEY EXCEL IN
- Easy Running
- Quick Freezing
- Economy
- Convenience
- Practical Results

"BLIZZARD"

"GEM"

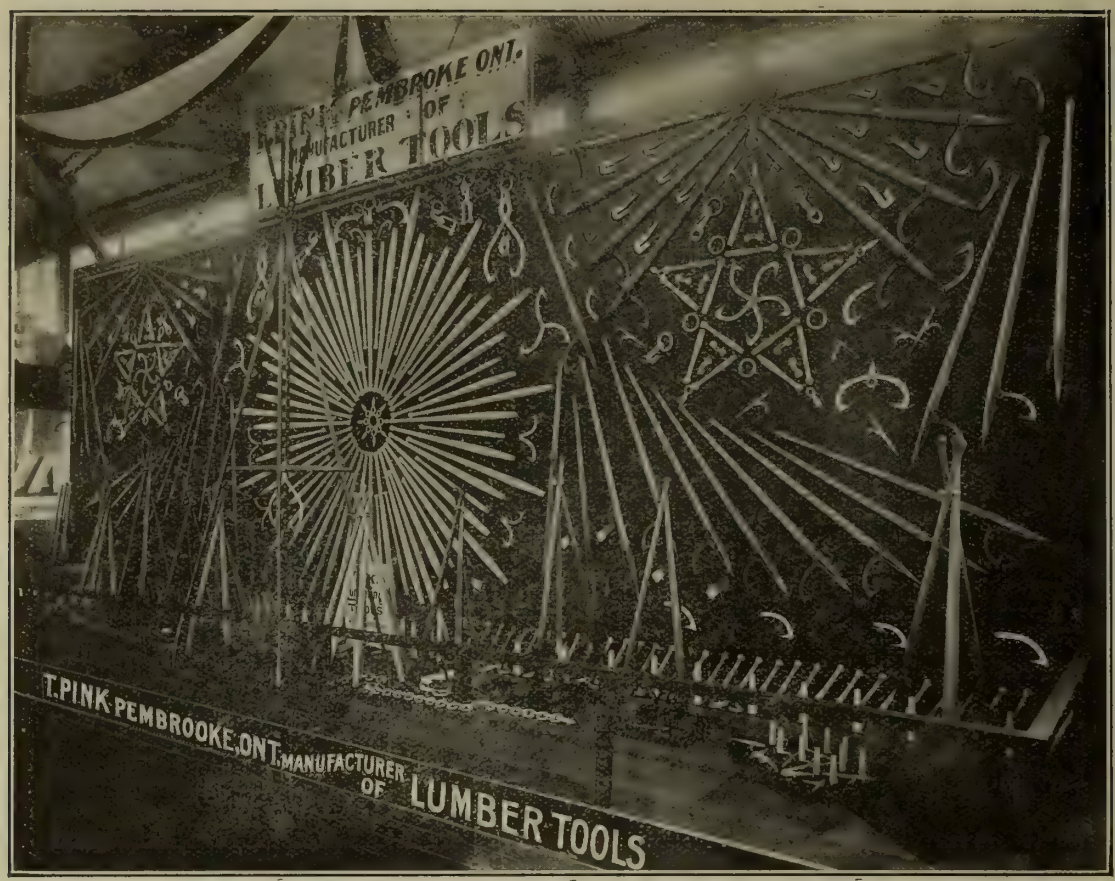
"LIGHTNING"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Sheet Copper

All Grades

M. & L. Samuel, Benjamin & Co.

Toronto, Ontario **London, England**

The Hawkeye Refrigerator Basket

KEEPS CONTENTS ICE COLD

The Hawkeye Refrigerator Basket is Built Like an Ice Chest

Indispensable to the full enjoyment of a Summer Outing

We help you to sell Hawkeye Refrigerator Baskets. We will supply every purchaser with an electrotype like the illustration above on request.

This is the most convenient commodity we have ever seen. They have only been on the market a year, and you will find them with all the first-class Sporting Goods Houses, Fine Grocers, Automobile Supply Houses, and General Hardware Stores in the United States, you will find them advertised in Collier's, Saturday Evening Post, Everybody's, Country Life in America, Motor, Recreation, Outing, Outdoor Life, Field and Stream, Vogue, Life, Theatre Magazine, Outdoors, Literary Digest, Sports Afield, etc.

These advertisements will create a wide-spread demand so buy a saleable and profitable article before your neighbor.

MADE IN THREE SIZES

No 0—13x9, 7″ High No. 1—18x10, 8″ High No. 2—20x13, 10″ High

Send us sample orders only as we cannot get sufficient supplies from the factory to satisfy full demands.

We would rather have an order for three than twelve.

A post card will bring you a catalogue giving all particulars.

LEWIS BROS., LIMITED

Sole Agents for the Dominion of Canada

Montreal

Toronto Ottawa Winnipeg Vancouver

SAND PAPER

Barton Garnet's Sand Paper in sheets.

Barton Garnet's Sand Paper in rolls of 50 yds. each, from No. 0 to No. 3. Any width from 24 in. to 48 in. in stock.

Baeder Adamson & Co.'s Flint Paper in sheets 9 x 11 in. from No. 00 to No. 3, in rolls of 50 yds. each, 24 to 30 in. wide.

Baeder Adamson & Co.'s Emery Cloth, all sizes, from flour to No. 3.

GLUE

LePage's Liquid Glue in self-sealing tubes and 1-oz. cans to 1-gal. cans.

Dry Sheet Glue. If you want quality, write us for a sample and our price.

We Stock Gum Shellac.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

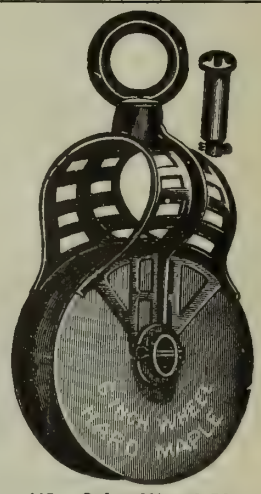
138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

Hay Forks, Pulleys, &c.

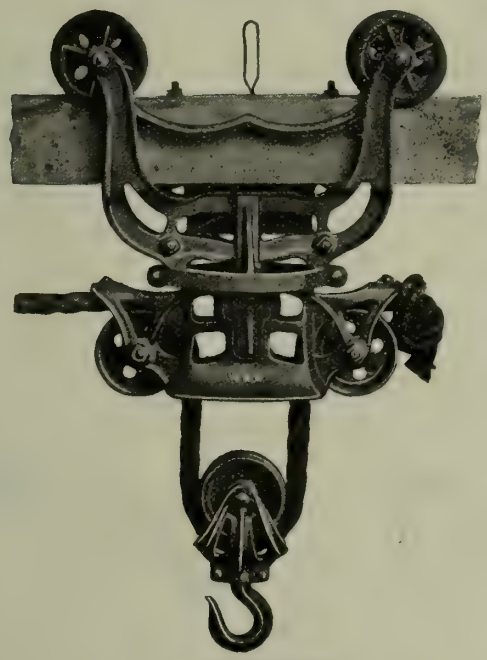
No. 114.—6-in. Wood Sheave
Swivel Eye. Loose Pin.

No. 120.—6-in. Iron Sheave
Malleable Frame.



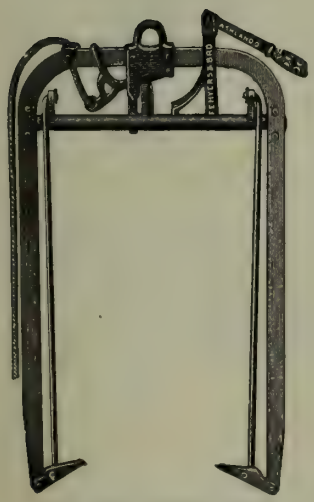
No. 118.—6-in. Wood Sheave
Malleable Frame.

No. 463.—Rafter Bracket
Malleable Iron.



W. & B. Hay Carriers
For Wood and Steel Track.

No. 25.—Rafter Bracket
Malleable Iron.

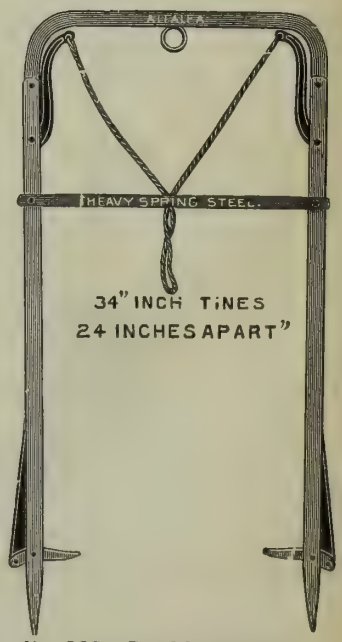


No. 271.—Sock Leaver Harpoon Hay Fork

Wood Track Hanging Hooks

Rope Hitch

Hay Fork Pulley Hook



No. 268.—Double Harpoon Hay Fork

For fuller lines see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices are Right

FLY KILLERS

The fly season is on. How is your stock of fly-killers? Have you placed your order yet? If not write us, and we will be glad to quote you prices.

Baloon Fly Trap

Our large stock of these goods insures prompt shipment.

Stickfast Fly Paper

The best fly catcher on the market.

Fly Killer

Kills but does not crush the fly.

Display stand free with every dozen fly killers. The best fly killer for hospitals, for the home, the sick room, or the office.

FROTHINGHAM & WORKMAN, Ltd.

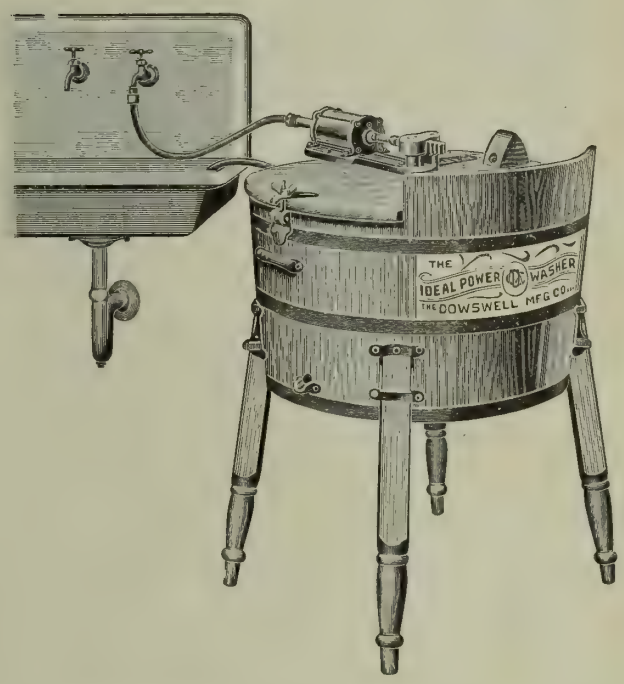
F.&W.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

F.&W.

A Modern Labor Saver



The **Ideal Power Washer** is a machine that runs itself. The motor is propelled by water pressure, such as is maintained in any water works system, and is connected to the faucet by an ordinary rubber hose. The water, after passing through the motor, is as clean as when it comes from the faucet, and may be used for rinsing or any other purpose.

All working parts that come in contact with water are made of best quality brass; the rack and pinion are cut from the solid bar, and a roller-bearing on back of rack eliminates friction, insuring smooth and noiseless running. Valves and springs are the simplest and best that good materials and expert mechanics can produce.

The tub is made of the very best materials, thoroughly water tight and strongly bound with steel hoops. All fittings are of steel and malleable iron, thoroughly rust-proof and handsomely finished.

You should have the **Ideal** in your stock. It will be a great seller.

Write us for prices, or ask our travellers.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street, QUEBEC. FRASERVILLE.

From Top to Bottom

of this list, each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

CAN BE HAD FROM ANY WHOLESALER FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms: Net 30 days.

Agents in Canada

HUDON, HEBERT & CO.

LIMITED

Montreal

The most liberally managed firm in Canada.

GLASS and PORCELAIN

- Windows
- Mirrors
- Show Cases
- Lamp Shades
- Chimneys

METALS

- Brass
- Nickel
- Copper
- Tin
- Silver
- Gold

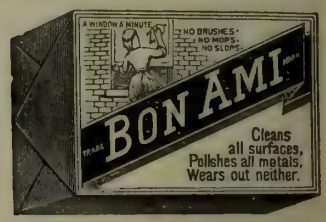
CELLULOID

MARBLE WORK

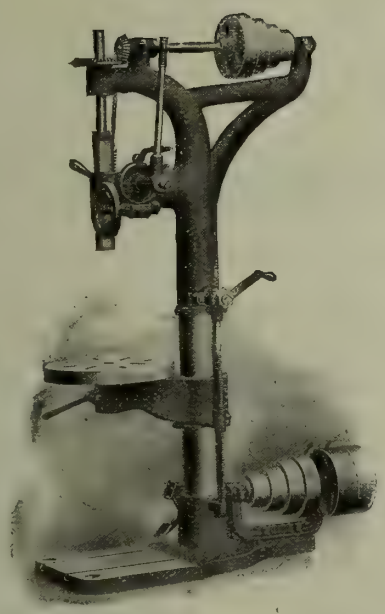
WOOD WORK

OILCLOTH

PAINTED SURFACES



A DRILL BARGAIN



FAIRBANKS No. 101 DRILL
20 inch with combined wheel and lever feed.
THE LATEST DESIGN

¶ We have just had 100 of these drills made in our Canadian Factory.

¶ These machines are ready for delivery and must be sold quickly.

¶ We have fixed a price that will interest any user of machinery. While they last **$75.00**

A MODERN DRILL PRESS AT A POSITIVE BARGAIN

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER

BUY CANADIAN MADE GOODS

We can SAVE you money on:

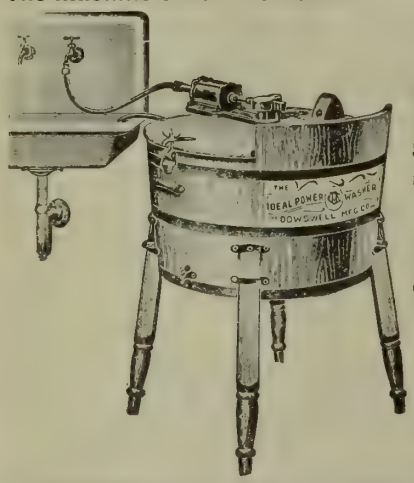
RIVET SETS,
HAND GROOVERS,
SOLID PUNCHES,
HOLLOW PUNCHES,
CUTTING NIPPERS,
BENCH SHEARS,
PIPE SHEARS,
ROOFING TOOLS,
HAMMERS,
SNIPS,
VISES,
FIREPOTS.

THE BROWN, BOGGS CO. Ltd., Hamilton, Can.

PRESSES, DIES, TINSMITH TOOLS.

A PAIR OF MODERN LABOR SAVERS

The machine that runs itself



Perfectly Simple and Simply Perfect

Their Equal Not Made Yet. *and*

The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

DEALERS

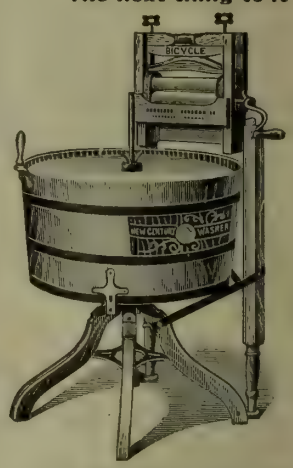
This line is a powerful asset and one you cannot well afford to overlook.

The Dowswell Mfg. Co. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que. Eastern Agents.

The next thing to it



New Century Style "B"

The Toronto Plate Glass Importing Co., Limited

HILL & RUTHERFORD, Managing Directors.

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

A GOOD BUYER Knows a lot, HE'S GOT TO, but there are a thousand articles MADE IN CANADA that he doesn't know of, but can learn about, from the Canadian Industrial Blue Book, Buyer's Guide.

Big discount on present book to the trade.

THE MANUFACTURERS' LIST CO., TORONTO, CANADA

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

FIRE ESCAPES.

James & Reid Improved Folding Fire Escape and Roof Ladder.

Reasonable in price and of simple construction. Made of 3/8 round, high-grade steel. Sections and hooks 12 inches long.

Write for further particulars.

JAMES & REID, Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

PULLEY BLOCKS AND CARGO GINS.

IMPROVED CARGO GINS,
LEAD AND HEEL BLOCKS,
with Self-Oiler Sheaves, Steel Centres

DAVEY & CO.

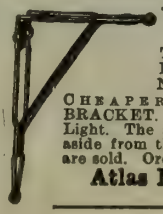
88 West India Dock Road, London, Eng.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

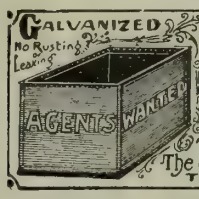
Atlas Mfg. Co., New Haven.

SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin. Manufactured by

THE COLLINS MFG. CO., - TORONTO

TANKS.



Steel Tanks

Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

The Steel Trough & Machine Co. Limited
TWEED, ONT.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

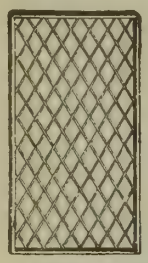
Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,

HAMILTON, ONT.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

GLUES, GELATINES AND SIZE

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY AND VALUE

cannot be excelled

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

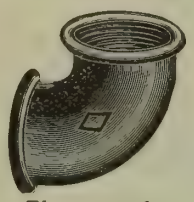
INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect **all** the items of information appearing in Canadian newspapers about any subject **you** are interested in. Our service is thorough. We don't miss an item. If you want **all the current information** about a pet subject, we can supply it at the lowest cost. By using our service you can **keep posted** on any subject.

WRITE FOR OUR FREE BOOKLET.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill St., Montreal. 10 Front St. E., Toronto.



No Pinholes because the material is perfect.

No Leaky Joints because the threading is perfect.

No Difficulty in fitting because the finish is perfect.

These are three reasons why you should handle only

"Diamond" Brand Fittings

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company

Montreal

Sole Agents for Canada.

ELECTRIC FAN MOTORS

FOR

Direct or Alternating Circuits

are a good side line for hot weather.

Write for Catalogue and trade prices.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

DRY GOODS REVIEW

10 Front St. East

TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.

Sample copies, 25c.

What is "The Square Deal" in Safety Razors?

1.—*A Razor* that can be used with absolute safety—without a mirror—in the dark—on a train or boat—when nervous or hurried.

2.—*A Razor* whose edge is always so keen—be it after the first, second, third or hundredth shave—that the sensation of shaving is entirely imperceptible.

3.—*A Razor* whose blades will last for years, and not be thrown away because they have become unbearable after a few shaves.

4.—*A Razor* that can be cleaned and dried in a second or two—without being unscrewed or taken apart.

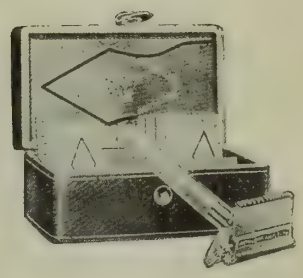
5—*A Razor* that can be stropped in less time than it takes to change the blade of an ordinary safety razor.

WE DEFY

any one to produce any other razor than

The AutoStrop Safety Razor

that will answer the above requirements



What razor, then, but **The AutoStrop** *can be the square deal in Safety Razors?*

Are you advising your customers to buy **The AutoStrop**? *If not, why not?*

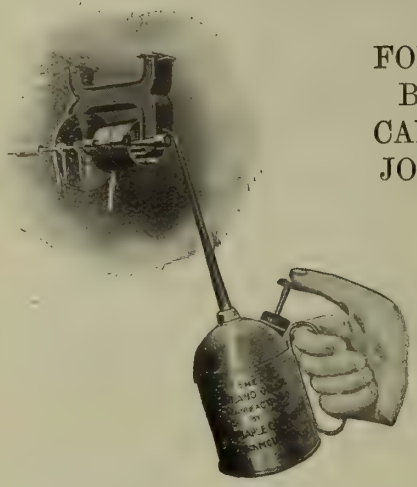
Some day they will ask you to take back the non-stroppers you have sold them. It is only a matter of time when they will get wise.

Be up-to-date. Handle only the latest and best.

The AutoStrop Safety Razor Co., Ltd.

14 St. Helen Street, Montreal

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

—THE—

"DILLON"

Hinge-Stay Field Fence

is the only wire fence that can't sag. Following the line of least resistance the fence bends only at the hinges when weight is applied, springing instantly back to position when the weight is removed.

SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberomble Hardware Co., Vancouver

THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

Please note the address.

A Wonderful Culinary Invention

SCOTT'S PATENT ROASTING PAN

Revolutionizes the Question of Cooking

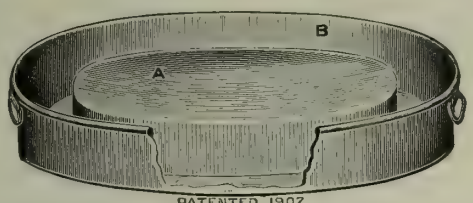
The invention is simplicity itself—and wherever used, either in palatial club or the humblest household, the results are the same—a point of interest to every housewife, is the saving of meat in the process of roasting, as here shown, which alone warrants its adoption in every kitchen, viz.:

Beef Cooked by Old Method

Weight of Beef	6 lb. 10 oz.
Weight after Cooking	5 lb. 10 oz.
Loss	1 lb. 0 oz.

Beef Cooked in Scott's Patent Pan

Weight of Beef	7 lb. 2 oz.
Weight after Roasting	6 lb. 13 oz.
Loss	0 lb. 5 oz.



PATENTED 1907

The Main Features of the Pan are as Follows:

1. Absolutely no burning.
2. No smell during cooking.
3. No waste.
4. No watching.
5. No basting.
6. No dirty burned fat to clean from pan.
7. 25 per cent. less gas or coal used.
8. It is pressed from one piece of metal and has no cover.
9. The fat is separated from the juices of the meat and clarified in the water space.

Roast of Pork (old way)

Weight before Roasting	4 lb. 8 oz.
After Roasting	3 lb. 4 oz.
Loss	1 lb. 4 oz.

Roast of Pork (Scott's Patent Pan)

Weight before Roasting	4 lb. 8 oz.
After Roasting	4 lb. 6 oz.
Loss	0 lb. 2 oz.

The result here given is sufficient evidence that there is as much difference in the old roasting pan and Scott's Patent Roasting Pan, as in a comparison of the old horse car vs. trolley car.

The Highest Endorsation

MR. PERCY SCOTT:

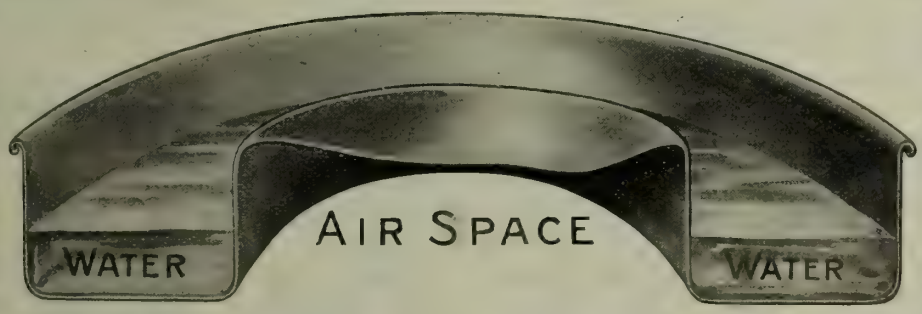
I duly received the sample of your Patent Roasting Pan, also a letter from the Davidson Mfg. Co., asking my opinion of the article.

On Saturday last I tested your pan with an 18 pound Ribs of Beef, and I must admit that your Roasting Pan is simply all you claim for it, and more.

Allow me, Mr. Scott, to congratulate you most highly on your invention, for which I predict the greatest success, as every lady will have one in her household, owing to the fact that all smell is done away with and the best results assured, all of which I personally endorse.

Yours most respectfully,

(Signed) H. SCHNEIDER,
Chef St. James' Club Cuisine,
Montreal.



This illustration shows at a glance the construction of the pan, which is stamped out of one piece of metal has no seams whatever, and after usage is as easy to clean as the ordinary soup plate which is a revelation to the user of the old-fashioned pan.

Made in three sizes in black steel and colonial enamel ware.

Nos.	1	2	3
Inches	15 x 13½	17½ x 14½	19 x 17½

Instructions

The operating is simplicity itself. Place the joint, fowl or fish on central raised portion, place pan on floor of oven, fill circular space almost full of water, shut oven door and do not open until joint is finished.

Should much gravy be required, about fifteen minutes before taking out joint add a cup of water to raised portion.

This pan has no cover, it does not steam the joints or burn them as the covered article invariably does, but it roasts and browns everything to perfection.

Whatever you roast in this simple pan will be found sweeter, more juicy and much more tender than is possible to attain on the old-fashioned and covered pans.

The THOS. DAVIDSON M'F'G CO., Ltd., Montreal and Winnipeg

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

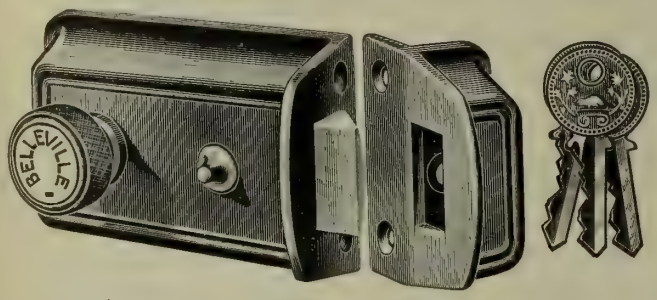
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

OUR ASSORTMENT OF

Builders' Hardware

IS REALLY MOST COMPLETE

We have Mortise and Rim Locks, Door Knobs and Bells, Sash Locks, Hat and Coat Hooks, Front Door, Inside and Bathroom Sets, in all up-to-date finishes and designs.



Ask your jobber for "**Belleville**" hardware. It's the "Best."

The Belleville Hardware Co., Limited

BELLEVILLE, - ONTARIO

Save Money!

Use a

National Cash Register

OUR new prices leave no excuse for any merchant being without one.

Price $40, new.

Guaranteed new National Detail Adders, $30.00, $40.00 and $50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., $25 00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, $60 00 up. We supply Registers from $15.00 to $900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

129 West King St. - TORONTO, ONT.

HOW MUCH

PLATE GLASS

ARE YOU SELLING?

Perhaps you are not selling as much glass as your competitor. Why? Have you got the right glass? If you buy your plate glass from us you are bound to get the best—because that's the only kind we handle. Moreover, you'll get just what you want—when you want it. Send us your next order and just see how quick the shipment comes, and how securely it is packed.

ASK US FOR QUOTATIONS. OUR PRICES ARE THE CLOSEST

The HOBBS MANUFACTURING CO., Limited

TORONTO LONDON WINNIPEG

MANUFACTURERS of Leaded Art Glass, Bevel Plate, Mirrors, Etc.

IMPORTERS of Rolled Plate Glass, Sheet Window Glass, Ornamental Figured Glass, Muffled and Cathedral Tints, Polished British Plate Prismatic Sheet Glass, and Sole Canadian Agents for Maximum Light Glass.

Auto Spray

Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

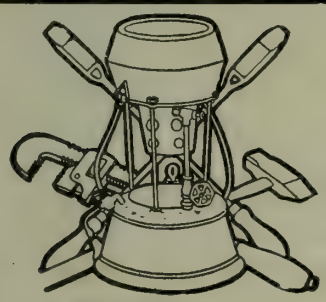
CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.



Good Tools and Modern Methods

will enable you to meet the keenest competition.
If you find your competitor is cutting under your prices, do not jump to the conclusion he is losing money; he may be using more modern tools and time-saving methods, and it is just possible he is making more money than you are. Every issue of

Plumber and Steamfitter of Canada

contains suggestions and ideas which have been tried out and found successful, and which it would pay you to adopt. New tools are described and an unprejudiced opinion given by our Editors as to the advantages to be gained by using them.

Published twice a month. Subscription price $1.00 per year. If you are a subscriber of Hardware and Metal you can secure the paper for 50c. per year.

Plumber and Steamfitter of Canada

MONTREAL TORONTO WINNIPEG

When writing advertisers kindly mention having seen the advertisement in this paper.

Economy and Patriotism

We wouldn't ask anyone to buy our goods simply because they're made in Canada. But we ask you to send us your orders for Emery and Corundum

Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones, etc.

simply because we can give you goods of the highest quality at

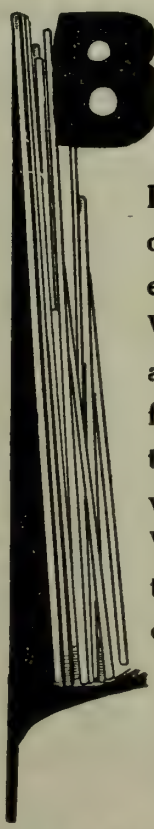
LOWER PRICES THAN IMPORTED GOODS

No customs bother or duty to pay when you order from us.

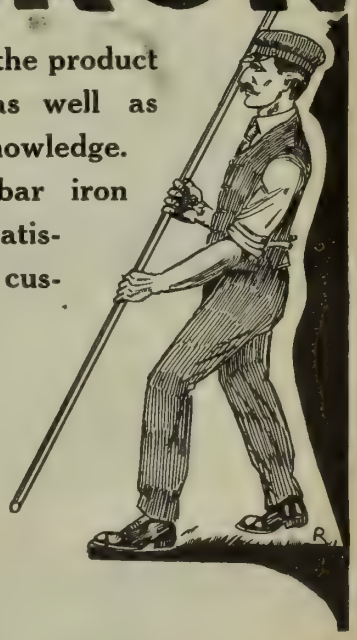
Send for Catalogue.

Canadian Hart Wheels, Limited
Hamilton, Canada

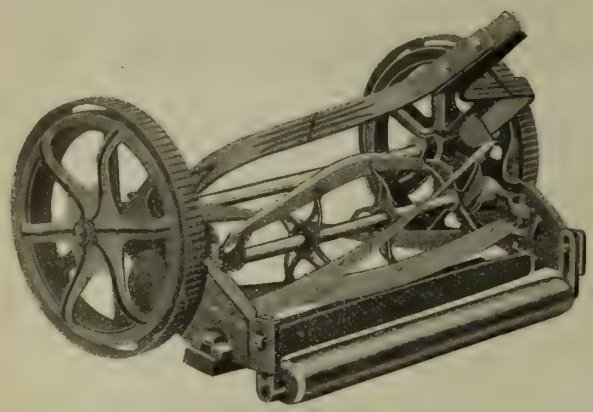
BAR IRON



LONDON BAR IRON is the product of practical experience as well as expert scientific knowledge. We have been making bar iron a long time to the entire satisfaction of our many customers, among whom we want to include YOU. Write us for quotations. Our prices are close and our deliveries exceedingly prompt.



LONDON ROLLING MILL CO. LIMITED
LONDON — CANADA



THE EASIEST RUNNING LAWN MOWERS

built are the "W. & B." and not only are they light running, but they are strong and wear long.

Only the best material is used in their construction and every Mower is carefully tested and inspected before leaving our factory.

Our Ball Bearing Mowers are equipped with the simplest and most effective adjusting device on the market.

Write for our Special Lawn Mower Catalogue No. 64 and prices.

W B — TRADE MARKS — W&B

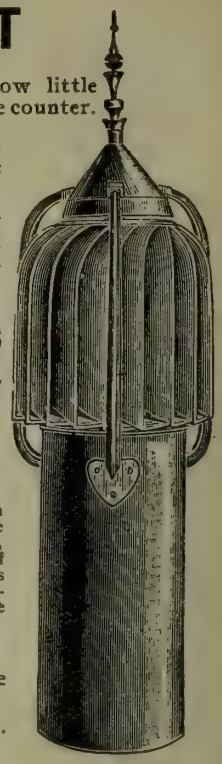
The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office

ST. CATHARINES, - - - ONTARIO

We carry large stocks and ship promptly.

DOUBLE PROFIT



Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town or neighborhood. Get after the builder and show him the advantage of putting in one of our

Aeolian Ventilators

the best means for insuring pure air.

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Har is Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our ssistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,

E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day.

Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

MONTREAL

A Pleased Customer

That is what you have if you sell him one of our **Fig. 200 Branch Pipe Double Acting Force Pumps.**

If he ever requires another Pump he will want one just the same.

Try it on some of your customers and see how pleased they will be to help advertise your business.

AYLMER PUMP & SCALE COMPANY, Ltd.

Successors to

AYLMER IRON WORKS COMPANY, Ltd.

Aylmer, Ontario

(Write for Catalogue)

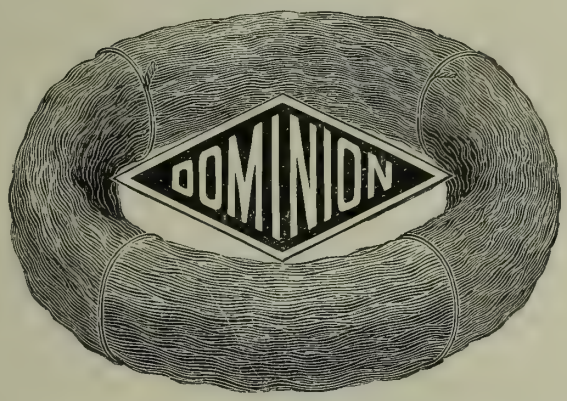
DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

We also manufacture:

Iron and Steel Wire,
Barb Wire,
Galvanized Wire,
Mattress and Broom Wire,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Hat and Coat Hooks,
Spring Cotters,
Flat Cotters,
Wire Barrel Hoops,
Strand Wire.



Galvanized Coiled Spring Fencing

Manufactured in our own works from **special high-grade rods**, carefully drawn and galvanized.

Equal if not superior to any other wire made.

PROMPT SHIPMENTS

Do You Know

What This Is?

It is the

Forsyth Metal Half Chain Guard

The best chain guard ever invented. It is light, strong, handsomely nickel-plated, attractive, and is really **very easily attached** to any frame angle.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

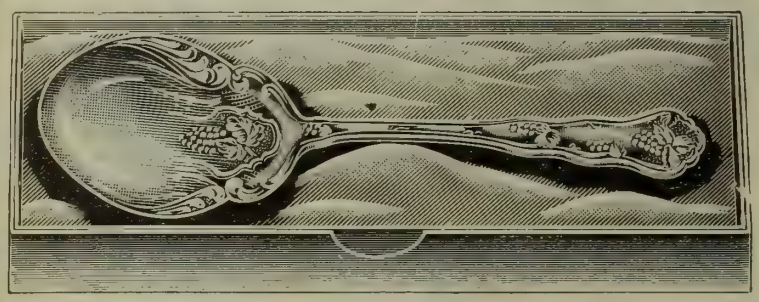
Lighting Fixtures Bring Good Profits

But you must have an assortment to suit the varied tastes of your customers. Our line is most complete and up-to-date. Every fixture artistic, attractive, practical, saleable.

Write for our list. Our prices are the closest, the quality of our goods the highest.

The Barton Netting Company, Limited

Mantles, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc. 38 Ouelette Ave., Windsor, Ontario



Elegant Gifts For June Brides

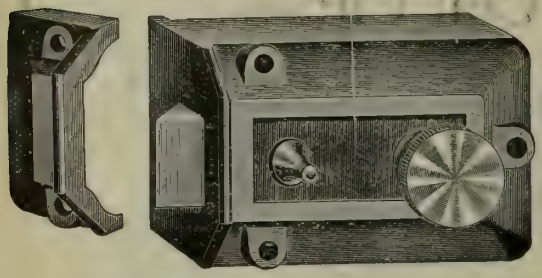
Nothing can exceed the refined elegance of this Grape design berry spoon, with either silver or gilt bowl. All our goods have the same customer-attracting elegance.

THE McGLASHAN, CLARKE COMPANY, Limited - Niagara Falls, Canada

AGENTS J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. CUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Easy Money May Be Scarce

But it's none the less a fact that many hardwaremen are making money out of STRUCTURAL STEEL by the expenditure of a little time and energy. Why don't you just get in touch with local architects and builders and get their orders for STRUCTURAL STEEL? We will quote you very close prices and help you in any way we can to close business.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

LION

TRADE MARK

BRAND

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

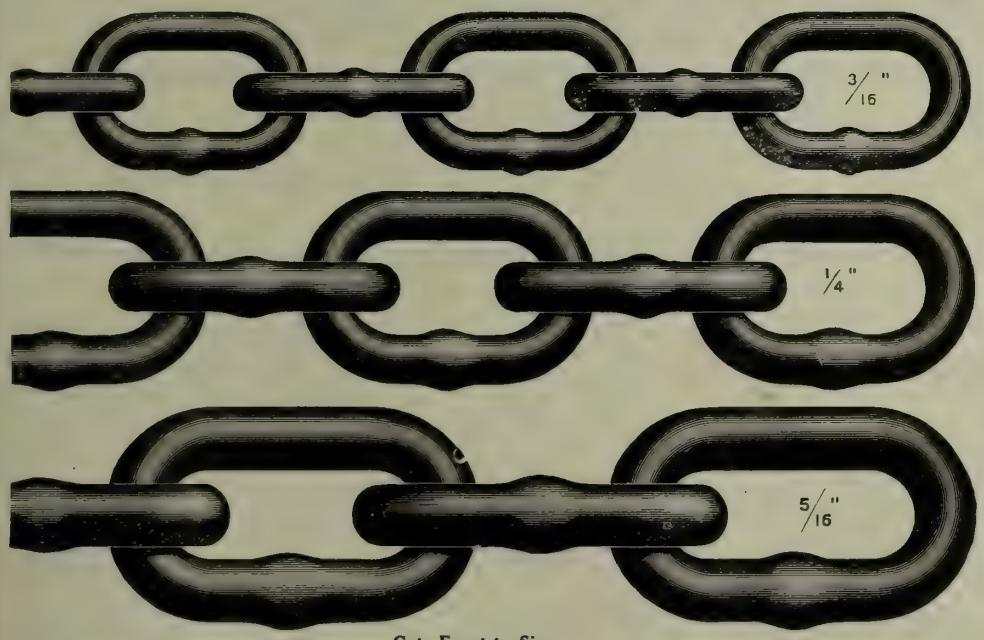
AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

McKINNON Electric Welded Coil Chain



Cuts Exact to Size

Design Patented

Notice the

SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

McKinnon Chain Works ST. CATHARINES ONT.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Self-measuring Oil Tank, but rather how much it is now costing you to be without one.

You have lost enough money to pay for a Bowser many times over. Write for catalog V, which tells you why you have lost money and how to stop it.

S. F. Bowser & Company, Limited
66-68 Fraser Avenue, Toronto

Cut 9—Floor Tank
For Heavy Oils

All Steel

"Champion" Double Acting Spring Door Hinge

Secures to the lower corner of the door with floor plate on the surface of the floor to swing the door both ways.

MATERIAL, WORKMANSHIP, SUCCESSFUL OPERATION AND SATISFACTION GUARANTEED.

With first order for one dozen sets "Champion" Double Acting Spring Door Hinges we will send free a full size hinge, Antique Copper finish, for door 1⅛ to 1½ inches, mounted on a neat working model.

Patents allowed
Other Patents Pending.

For Catalogue, prices, etc, Write

The Standard Mfg. Co.
SHELBY, OHIO., U.S A.

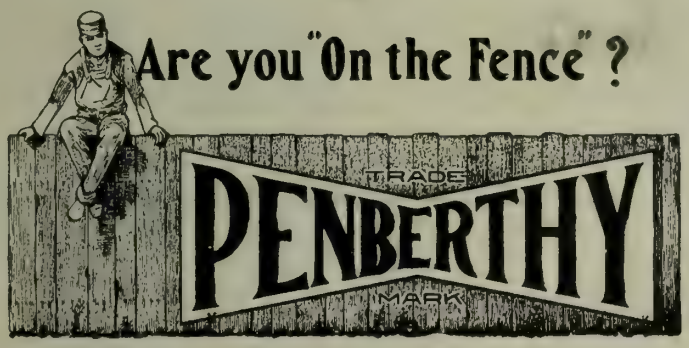
ESTABLISHED 1840

Brooms
Baskets
Woodenware

Write for Illustrated list.

H. W. Nelson & Co.
LIMITED
TORONTO, - - ONT.

PENBERTHY



"You need not be if you are looking for the best line."

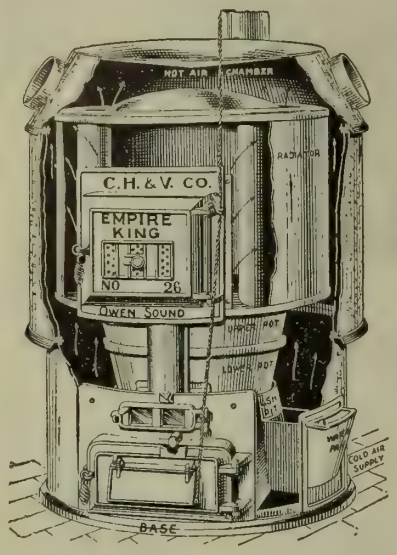
Every hardware dealer should stock a line of our goods, they satisfy.

WE MAKE

Injectors, Ejectors, Oil Cups, Grease Cups, Whistles, Lubricators, Air Cocks, Water Gages, Gage Cocks, Etc.

Penberthy Injector Co., Ltd., Windsor, Ont.

A Profitable Furnace Business



is only possible to the dealer who handles a furnace which is easy to set up and satisfactory when it is set up. Many dealers have proved that the

"Empire King" Furnace

comes under such a class. It is low built, avoiding joist cutting in low cellars. It is solid and simple in construction having few parts and few joints, thus being easy to set up right, and staying right when it is set up. Has all up-to-date improvements and will give equally good satisfaction in burning hard or soft coal, coke or wood.

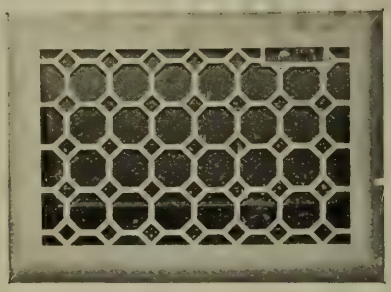
Special grate for wood, fitted on top of coal grates, taking in 24 and 39 inch pieces.

Canadian Heating and Ventilating Co.

Owen Sound, Ontario **Limited**

Christie Bros. Co, Limited, Toronto, Ont. Can. Stove and Furniture Co., Montreal, Que. Christie Bros. Co., Limited, Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

The Practical Money-Saving Novelty

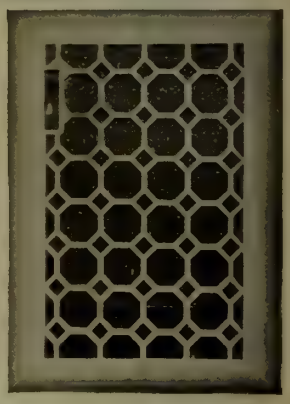


The Reversible Wafer

The same Register sets

BOTH WAYS

Can be changed from horizontal (across) to vertical (upright) in 30 seconds—made in Moorish, with cast face, or PLAIN LATTICE, all wrought steel.



FERROSTEEL COMPANY, - Cleveland, O.

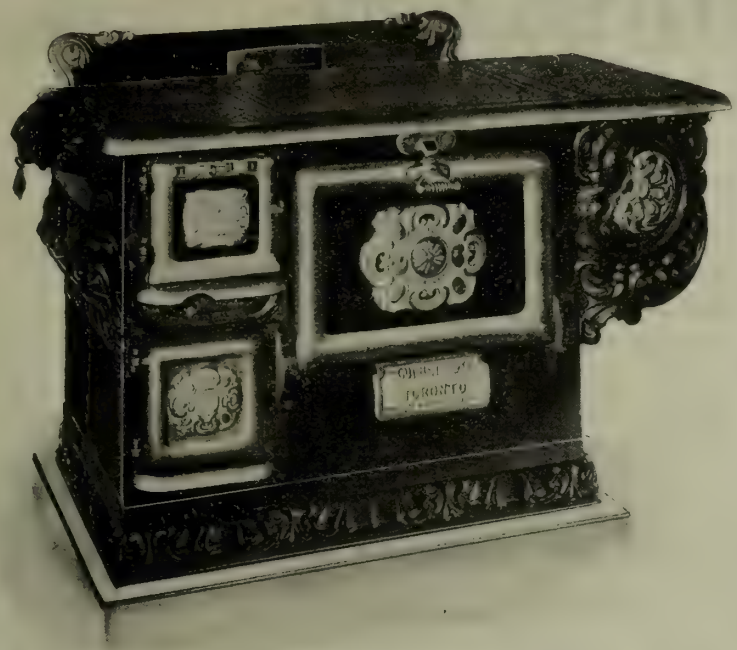
Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

H. & C. No. 100

HART & COOLEY CO.

New Britain, Conn., U.S.A.



Sell the BEST known Line of Steel Ranges—It's Easier

Gurney's Oxford Chancellor

has a trans-Canada reputation. You can sell a size to meet your customer's needs. 14, 16, 18 and 20-in. ovens. Reservoir on either end in 18 or 20-in. sizes.

You Can Sell Your Customer What He Asks For.

A new and important addition to the Oxford line—

The Golden Nugget

The Cheapest and Best Steel Cook

STUDY THESE FEATURES :

16-in. or 18-in. oven, with drop door.
A large, unbreakable, STEEL top.
The new Oxford reversible grate (the same as our high-priced range.)
Removable cast iron linings.

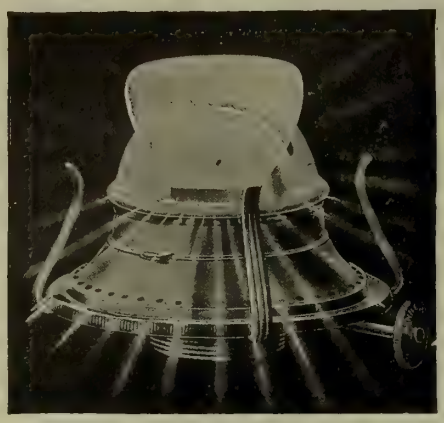
These features will bring the Stove Buyers' bills into your till.

The Gurney Foundry Co. LIMITED

TORONTO

Stock carried at—

MONTREAL TORONTO HAMILTON WINNIPEG CALGARY EDMONTON VANCOUVER



Glass Cone Lamp Burners

BANNER TRADE MARK

Give ⅓ more light, and consume ⅓ less oil. Full benefit of flame down to the very wick top. Will last five times as long as a common burner.

Can be kept clean and as good as new always.

Can be used on any ordinary lamp. Write for catalogue No. 10, showing complete line of Lanterns and Burners.

Orders solicited through the wholesale trade.

ONTARIO LANTERN & LAMP CO., Limited,
HAMILTON - ONT.

GLASS CONE SAVES MONEY

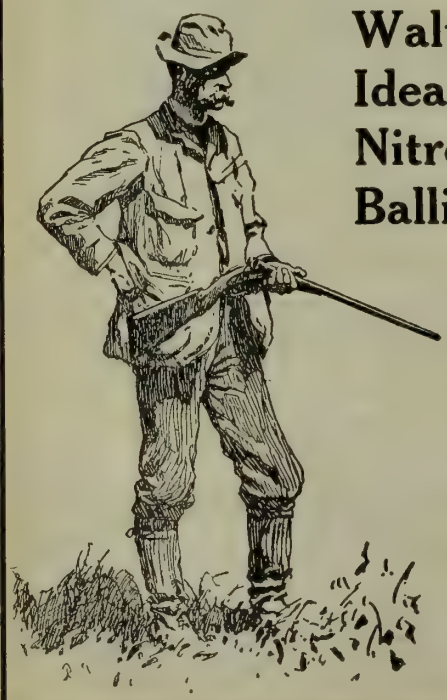
IT PLEASES YOUR CUSTOMERS EVERY TIME

ESTABLISHED 1820

All our excellent brands of Cartridges are an evolution of nearly a hundred years of honest effort.

It is only common sense to think that our brands are better.

Let us prove it! Ask for



Walthams,
Ideals,
Nitros,
Ballistites,

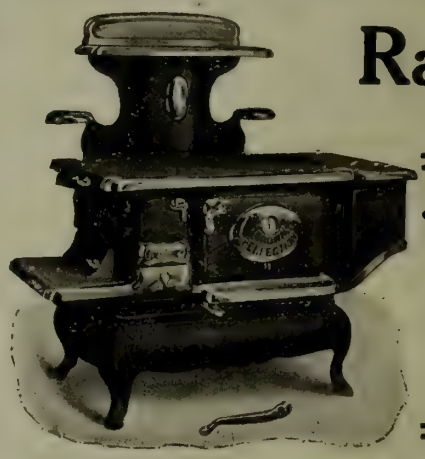
and quit taking chances on your shooting.

Get the best. To-day is the day to change.

F. JOYCE & CO.,
London, Eng.

J. H. ROPER,
82 St. Francois Xavier Street, MONTREAL
Sole agent for Canada

Crown Perfection Range



completely fills the requirements for

HIGH GRADE GOODS

All the leading features—Lift-off nickel work, semi-plain style, extra long fire box for wood.

A GOOD TALKING POINT

is the double walled oven. The Crown Perfection is built of sufficient depth from front to back to include the main body of the oven entirely within the body of range, ensuring quick and even baking.

The Jas. Smart Mfg. Co., Limited
Brockville

Preserving Specialties

With the preserving season close at hand, and indications pointing to a phenomenal fruit yield, it will be well for you to make up your specification at once. On this page will be found the essentials for the preserving season. Our range of Specialties is both extensive and appropriate.

Lipped Sauce Pans

Canada and Imperial Enamelware

Nos	10	12	14	16	18	
Quarts	¾	1	1½	2	2½	
Dim., ins	4⅞x2½	5½x2¾	6⅛x2¾	7½x3½	8¼x3¾	
Size of Pot Cover			7	7½	8	
Nos	20	22	24	26	28	30
Quarts	3	4	5	6	7½	10
Dim., ins	8¾x3¾	9½x4¼	9⅞x4¾	10¼x9¼	11½x5½	12½x5⅝
Size of Pot Cover	9	9½	10	11	11½	12½

Covers not supplied unless at extra price.

Nos. 24 and smaller have lips on both sides. Larger sizes have one lip only.

Also made in stamped tinware, sizes, 9, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30.

Lipped Preserving Kettles

Canada and Imperial Enamelware

Nos	16	18	20	22	
Quarts	2	2½	3	4	
Dim., ins	7½x3½	8¼x3¾	8¾x3¾	9½x4½	
Size of Pot Cover	7½	8	9	9½	
Nos	24	26	28	30	
Quarts	5	6	7½	10	
Dim., ins	9⅞x4¾	10¾x5¼	11½x5½	12½x5⅛	
Size of Pot Cover	10	11	11½	12½	
Nos	32	34	36	40	50
Quarts	12	14	16	18	30
Dim., ins	13½x6	14x6¼	14⅝x6½	16½x7	17½x8⅝
Size of Pot Cover	13½	14	15	16½	17½

Covers not supplied unless at extra price.

Also made in stamped tinware, sizes, 16, 18, 20, 22, 24, 26, 28, 30.

Scoops

Imperial Enamelware.

Nos.	20	30	40
Length of Bowl, ins.	6½	7⅜	9

Also made in Stamped and Pieced Tinware.

Raisin Seeder "X-Ray"

Positively removes every seed. Simply drop the raisins into the machine, turn the crank and the raisins will come out one side and the seeds out the other. Always adjusted. You cannot use it wrongly.

Fruit Funnels

Imperial Enamelware.

Nos.	1	2
Diam. of bottom tube, ins.	1½	2

Also made in Pieced Tinware.

Liquid Measures

Imperial Enamelware—Government Stamped.

Sizes, pints	½	1	
Sizes, quarts	1	2	4

Also made in Pieced Tinware.

Cullenders

Pieced Tinware.

"Gem" diam., ins. 9½
Large, diam., ins. 11½

Also made in White, Canada and Imperial enamelware and retinned stamped ware.

Fruit Presses

Round.

"Henis."

Basting Spoons

Retinned Heavy.

Length, ins.	10	12
Length, ins.	14	16

Forged—Retinned.

Length, ins.	10	12	14	16

Also made in White, Canada and Imperial enamelware.

Mincing Knives

"Sensible."

Can be taken apart for sharpening.

No. 40

Steel.

No. 77

Black Wood Handles.
Single and Double Blade.

No. 10
No. 21

White Wood Handle.
With Single and Double Blade.

No. 22
No. 33

Paring and Slicing Knives

"Safety."

Flat and Half-round.

Length, ins. 6

"Champion."

The "Champion" pares, slices and cores, and is made of steel and half-round in shape.

Box Graters

Extra Large—No. 10.

Fruit Strainers

With Mashers—Wire Handles.

Diam., ins. 6¾

Skimmers

Stamped Ware.
Flat Handles—Retinned.

Nos.	12	13
Inches	4⅞	5⅝

Black Wood Handles—Retinned.

Nos.	24	25
Inches	4⅞	5⅝

Also made in White, Canada and Imperial Enamelware.

Bowl Strainers

Extension.

No. 2
Diam., of bowl, ins. 6

Wood Handles.

Nos.	3	4
Diam., ins.	5	5½

Wire Handles.

Nos.	0	1	2
Diam., ins.	4	4	5

Meat Choppers

"National"

Three sizes of Cutters.

Nos.	20	30	40

Cutting parts of forged and tempered steel, cuts cleanly and does not mash or grind; cuts meats, raw or cooked; cuts vegetables, fruits, nuts. No other food cutter cuts meats and vegetables so well.

CUTS.

Cabbage Apples Carrots
Celery Potatoes Onions
Cheese Corn, Figs Citron

And everything else that a chopping knife will cut.

Necessary in preparing materials for hash croquettes, sandwiches, soups or fritters.

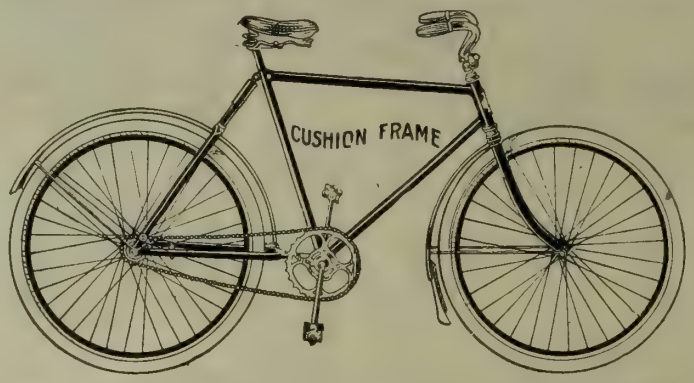
ORDER TO-DAY

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B. HAMILTON CALGARY

THE MONTH OF JUNE

marks the end of the business half-year. Will you be satisfied with the condition of results? Has the half-year been profitable, or are you talking "tight money?" A Cushion Frame Bicycle is the profit magnet of the Hardware Trade. It attracts customers, it brings sales, it brings profit.



It's the Cushion Frame that absorbs the shock, not the rider.

The Massey Silver Ribbon, Cleveland, Perfect and Brantford are the service wheels, built for genuine service, speed and satisfaction.

NOTE: All the winning riders of the Olympic Elimination Trials were mounted on the Silver Ribbon Racer.

CANADA CYCLE AND MOTOR CO., Limited

MAKERS OF THE WORLD'S BEST BICYCLES — WEST TORONTO, CANADA

WRITE FOR CATALOGUE No 4.

Handles

You can't be too particular about the kind of handles you supply your customers. Our regular axe handles are the Gilmour pattern, which is preferred by up-to-date lumbermen to all others. Our

Hammer, Sledge and Pick Handles

are known as the best handles made in Canada. Every one of them made from clean, tough hickory, well shaped and finished.

WRITE FOR LISTS AND DISCOUNTS

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

- *Water Filters*
- *Water Coolers*
- *Chafing Dishes*
- *Table Kettles and Stands*
- *Coffee Extractors*
- *Wine Coolers*
- *Nursery Chests*
- *Baking Dishes*
- *Crumb Trays and Scrapers*
- *Tea and Bar Urns,*
- *Bathroom Fixtures*
- *Coal Vases and Hods*
- *Candlesticks*
- *Cuspidors*
- *Match Safes, Etc.*

All High-Grade and Exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge Street,

Write for Catalogue — *Toronto, Ont.*

TRADE MARK

Canada Screw Co., Limited

Toronto Hamilton Montreal

Makers of

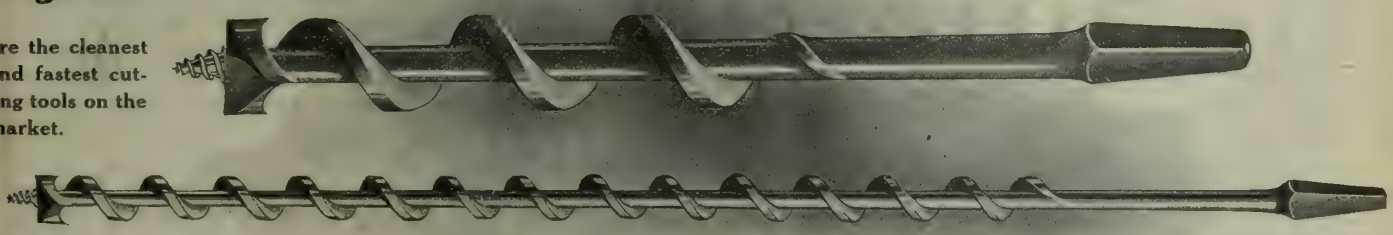
WOOD SCREWS
TACKS
WIRE NAILS

Stove, Sink, Tire & Sleigh Shoe Bolts, Bright Wire Goods, Iron Brass and Copper Rivets and Burrs, Machine Screws, Staples, Corrugated Fasteners, Wire—Bright, Coppered, Tinned, in coils and cut to lengths.

RAPID

Auger Bits

are the cleanest and fastest cutting tools on the market.



SEND FOR OUR CATALOGUE

The Rapid Tool Company, Limited - Peterborough, Ont.

Less than 4c. a week

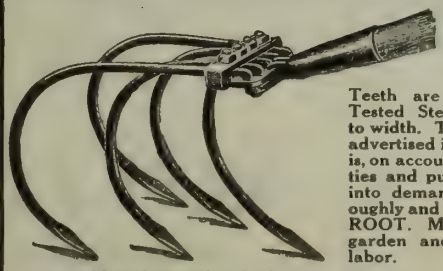
There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER

MONTREAL TORONTO

"BUCO" GARDEN CULTIVATOR



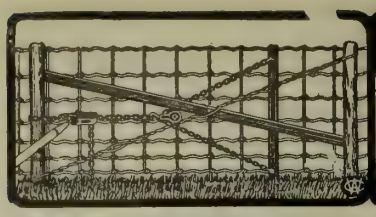
Handle 4 1-2 feet long

Teeth are Oil Tempered and Tested Steel Springs, adjustable to width. This tool is being largely advertised in the rural papers, and is, on account of its excellent qualities and publicity, coming largely into demand. Loosens soil thoroughly and takes all weeds out by ROOT. Makes a clean, healthy garden and saves immensely on labor.

Manufactured only by

BAILEY-UNDERWOOD CO., Ltd.

NEW GLASGOW, N.S.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK WILL TURN ANY KIND OF STOCK

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

ESTABLISHED 1850.

JOHN HASSALL, INC.,
RIVETS,
ESCUTCHEON PINS,
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS

We are back in our old stand again and prepared to meet all requirements in Cutlery.

These are

A Few of Our Lines

THAT WILL GIVE

YOU A PROFIT

AND

YOUR CUSTOMER SATISFACTION

Every Wrapper Carries Our Guarantee.

Write for prices.

A Sample Order Solicited.

E. F. WALTER & CO.

New Warehouse

166-168 McGill Street, - - - MONTREAL

REGISTERED TRADE MARK W TRUE

FLAT BRIGHT
COLD ROLLED STEEL

We can supply flat Bright Cold Rolled bessemer steel, coppered, tinned or galvanized, in coil, or cut to any desired lengths, to the most exacting specifications, and guarantee to produce a perfectly true and homogeneous steel, free from all surface defections, suitable for fine plating work, made in five styles of edges and seven classes of tempers, from the hardest for facings, to the softest for difficult cuppings.

Your Enquiries Solicited.

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL

We make a complete line of ARTISTIC

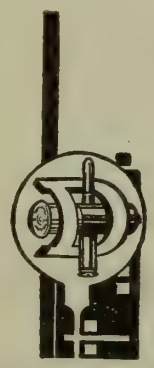
GAS & ELECTRIC FIXTURES

Designers and Manufacturers

If you are interested in these Goods, our Fixture Department will be pleased to send you Catalogue. It might pay you to get a sample line.

The JAMES MORRISON BRASS MFG. CO., Limited, 93-97 Adelaide St., West TORONTO

Our Daily Paper Ads. Help Retailers. Write to us.



Far Off Hills Look Green

You are only human!

There is a very human prejudice everywhere against home products. It is so easy to fancy that imported goods could not travel so far if they were not better in some way.

Canadian hunters should consider this—that in every hunting region on the globe your own country is famous because of

DOMINION AMMUNITION

In every country many hunters recognize the superiority of Dominion Ammunition. Canadian hunters cannot afford to pay more for duty-burdened ammunition, when the best ammunition is Canadian and duty-less.

People abroad who pay more for Dominion Ammunition have tried all kinds.

A trial of your **home-product** will convince you that Dominion is the best ammunition, best for the Dominion as well as for the rest of the world We have made a particular study of your needs.

Our ammunition is for any gun.
The right price for the best.
Any dealer, or write us.

Dominion Cartridges (sure fire) Regal Shells (Ballistite, Dense, Smokeless Powder) Sovereign Shells (Empire Bulk Smokeless Powder) Crown Shells (Best Black Powder).

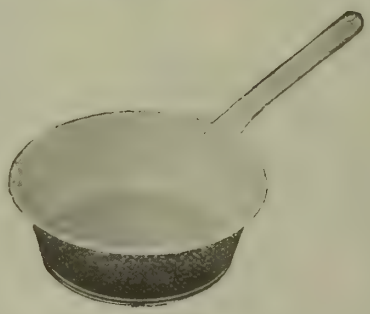
Dominion Cartridge Co.

Limited
MONTREAL

Our Daily Paper Ads. Help Retailers. Write to us.

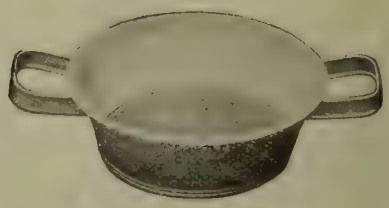
Kemp's Soup or Jelly Strainers

Tinned Wire Bottoms



NO. 1.

With round Sauce Pan Handle.



NO. 2.

With Side Handles.

An indispensable kitchen utensil, meeting the numerous wants of the Culinary Department. Be sure and have them in stock for the fruit season.

Inches—6⅞ x 2¼. Per Dozen, $5.50. Case Lots, 12 Dozen.

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

"Men Who Sell Things"

How One Traveler Made a Success on a Rush Trip—Sheldon's Method of Esti mating an Employe's Value — The Wheelbarrow Salesman and His Two Handles—Enthusia sm an Important Factor.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publi hing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER V.—(Continued.)

Not content with leaning on the broken reed of their own procrastinating methods while others all around them are getting away from them a large share of business easily within their grasp, they try to argue away the chief point adhered to by their more progressive brethren in the face for sales—namely, that "a bird in the hand is worth two in the bush."

Again I must ask the reader's forgiveness in relating a personal experience which seems to fit in right here, and am willing to bear criticism on that point, if my little book prove a help to some in bringing their attention to the necessity of increased energy in the daily routine of their efforts at winning success. My sole purpose in relating this incident is to point out the reason why, in a certain class of salesmen, the negative qualities are outweighed by the positive. In any event, the reader will agree with me that our sins of omission, as well as those of commission, are traceable to our weaknesses, and also that a cure can be effected only through the development of strong qualities.

Our firm had experienced considerable difficulty in drawing business from the West and Northwest through Chicago to the smaller Eastern market in which our house was located. At different times we had employed two or three salesmen in that section without success. On looking the situation over, we concluded that it was necessary for a member of the firm to go out there and do a little missionary work. Having traveled there at an earlier period, I volunteered to make the trip.

A Flying Trip's Incidents.

The time to make an advance trip with fall goods being at hand, I immediately mapped up a flyer for ten days, at the end of which I was to meet our buyers in New York. There was no time to lose and keep the Eastern engagement, so I laid out the trip to make close connections.

The first town on the list was Oshkosh, Wisconsin. I arrived there at 4.30 on a hot June afternoon, and planned to get through and leave, if possible, on the 9.30 train the same night.

The sample-rooms were all taken at the Atherton Hotel, and I had to open my trunks in the billiard room, which was used for that purpose when the place was crowded. I made no attempt at a regular display, but simply arranged the trays to be gotten at handily.

Rushing out of a side entrance to make my first call, I ran into Oley, the Swedish porter, who stopped me long enough to say that two rival salesmen from Chicago had been there all day long winding up their summer business. Noticing my arrival and seeing me unpacking fall goods Oley explained that they had said to him, "He'll have a fine time trying to sell winter goods with the thermometer 93 degrees in the shade. We have a small line of advance goods along with our summer stuff, but haven't tried to do any business. Why! You can't even interest the trade in stuff for present use, to say nothing of goods they'll not need for three months to come. He might as well close up and move on. We've been around sounding the trade, and that's the verdict."

"Give them my regards, Oley," I said. "Perhaps they are right, but I'm going to make a stab at it, anyway. Maybe things are not so bad as they predict."

It was a walk of but two blocks to my first customer's store. A few pleasant greetings over, I explained that I was a little pressed for time, and followed up the remark with an earnest appeal for an immediate engagement.

Possibly the urgency of the whole thing impressed them; at any rate, they were over in my room at 5.30. Being quick buyers, they selected a bill amounting to three hundred and fifty dollars by 6.30.

Snatching a mouthful of supper, I hurried back to the sample-room and selected a few samples of the best selling numbers. These I quickly packed into telescopes and boarded a car for the South Side, across the river. The merchant I wanted to see kept open nights, and I was fortunate in finding him in.

Apologizing for troubling him at that late hour, I began unstrapping my cases, keeping up a running fire of selling talk in the meanwhile. He protested that he didn't want to buy so far in advance of the season. Perhaps if I had had as much time on my hands as my Chicago rivals I would have listened to him, but I kept right on, ignoring his protests as tactfully as possible, and finally caught his eye with an unusually attractive value in the velvet line.

He called a clerk, and together they took a few samples and retired to the rear of the store to compare them. They talked them over so long that I began to get nervous. It was eight o'clock. But an hour and half remained in which to return to the hotel, pack up, and catch the train. I was going to interrupt them, when they started toward me, talking earnestly and nodding their heads.

Something in the manner of the dealer told me that the deal was off. Sure enough. Handing back my samples, he said: "You've got some good values; in fact, I don't mind telling you they are a shade better than the samples sent me by the other houses. I will probably send you an order later on, but I don't want to place it now."

Closing the Sale.

It took me less time to tell him than to write it that I wasn't trying to sell him a cat in a bag; that his own judgment confirmed the quality of my goods, that I had confidence in him, and hoped he had confidence in me; that nothing could be gained by either of us by delay; if he wanted my goods it would be necessary to book his order right there, as I would not guarantee the prices for forty-eight hours.

That brought him around. When I said good-bye, the perspiration was running down my back but I had his order for four hundred and fifty dollars safely tucked away in my inside pocket. That made eight hundred dollars for a few hours' work. It was reassuring, to say the least, when I thought of my two Job's comforters back in the hotel wishing me all kinds of good luck.

I made the train by the small margin of a hair; it was pulling in at the depot when I arrived. There was no time to check baggage. Quickly I ordered the drayman to back right up to the baggage car and dump my trunks in without being checked. The station

EXTRA STEAM BEHIND.

When a heavy train approaches a particularly stiff grade, an additional engine pushing on behind is a great help. The business of a traveling salesman is usually "up-grade" all the time. Anything that will help him keep his old customers and land new accounts is like an additional force pushing on behind. If your house is an advertiser in a trade newspaper it acts as an extra force helping you "up-grade."

agent was one of the sort that every traveling salesman carries around a club for. He started right in to veto proceedings, but he was a minute late. The conductor shouted, "All aboard!" I threw a half-dollar to the driver, telling him to hurry and drive off. The train pulled out, and I swung onto the rear platform. I stood there and waved my adieu to the enraged agent, but it was lost in the shuffle, for he was blessing the drayman in three languages.

The conductor let me into the baggage car. Handing the baggageman a cigar, I remarked pleasantly: "I had to break the rules this time, brother. Will you please check these trunks to Green Bay?"

Don't Beat About the Bush.

That was rushing things too much for comfort, but I really believe that some salesmen lose business by having so much time on their hands that they don't know what to do with it. Either they do not make the effort, or they talk their customers all around Robin Hood's barn, until patience ceases to be a virture; the merchants give the orders to the man who attends to his business and then gets away as soon as he can.

Mind you, I haven't said, "Do as I have done, and you will succeed." Not at all; but rather, I have hinted that you should learn by mistakes how to avoid them.

Suppose that with a house of one hundred salesmen we have fifteen that are full of faith in their house and their work, and eighty-five that stand out careless and indifferent. What can such a house do? Only fifteen are able to fight, and there are eighty-five fussy, feeble men to look after! Don't you see why that house can make no inroads on the trade of its competitors? Don't you see why it is that you haven't headed the sales list in your establishme t since you first picked up your grip sack?

My plan is to take a common-sense view of the facts. I like to deal with facts. You can't get around a fact. Theories you can brush out of the way, but when you come to a fact you cannot dig under it, and you cannot jump over it; you have to meet it.

Estimating an Employe's Value.

A. F. Sheldon, founder of the Sheldon School of Scientific Salesmanship, asked the general manager of the largest institution of its kind in the world the question, "How do you measure the value of an employe?"

The answer was, "By the degree of supervision which he requires. The less supervision he needs, no matter what he is doing, the more valuable he becomes."

His next question was, "What is the cause of the need of supervision?"

Again the answer promptly came, "All supervision is caused by two classes of sins; first, sins of omission; second, sins of commission. If the employe in any capacity did not omit to do a thing which he should do, and in doing it committed no errors, then he would need no supervision, and his value would be at the highest."

The manner in which James Keeley, managing editor of The Chicago Tribune, with the assistance of Harry Olsen, effected the capture of Paul O. Stensland, the Chicago bank-wrecker, in Tangier, Morocco, in 1906, exemplifies the sort of enterprise that does things.

Enterprise That Does Things.

It is an admirable lesson in pluck and energy that might well be followed by the class of salesmen who mean well enough, but only partially succeed through puttering around. Intelligent application to instant opportunity is necessary in performing such work. While the detectives were theorizing, the Tribune was working. The information received was indefinite, but investigation proved its probable accuracy, and led Messrs. Keeley and Olsen in tracking Stensland to Tangier, and there arresting him.

Speaking of the incident, the leading daily of another city said:

> "The arrest of Paul O. Stensland is an indication of what the press can do, and also what the Chicago police cannot do. The Chicago Tribune has found the man for whom twenty-two thousand depositors of the Milwaukee Avenue State Bank were looking, and for whom the united police force of the world was supposed to be looking, while the sensational press was 'discovering, him in every nook and corner of the world in various disguises.
>
> "The Tribune was the first to receive something in the nature of a clue to the whereabouts of the missing banker. But the clue was slight, and would have been worthless had it not been followed up with discretion, with patience and a study of the subject of the pursuit and what a fleeing criminal would be likely to do under the circumstances in which Stensland had placed himself. A study of the conditions of the various countries in which he might seek refuge was also to be made. It required that knowledge of human nature that after a time becomes a second nature to the trained reporter.
>
> The Tribune in its pursuit of the criminal did not avail itself of the services of a detective. The trained detectives were looking in an altogether different direction for the fleeing banker. It is not too much to say that had it not been for the Chicago Tribune, in all probability the fraudulent banker would never have been discovered, and might have lived in ease on his ill-gotten gains—money of which he had robbed the poor who had confidence in him."

When Mr. Keeley finally cabled the Tribune that the actual arrest had taken place, the question of getting the prisoner safely back to the United States was attended with all manner of international complications. It was finally decided to send a stenographer from the office of the State's Attorney to Washington to confer with the State Department in an effort to secure the aid of the United States Government for a proper and immediate transfer. His mission was attended with the usual amount of red tape "necessary" to such procedure, causing dangerous delay.

At this interesting juncture the Washington correspondent of the Tribune, Mr. Raymond, comprehending the necessity for vigorous action, entirely without regard to the traditions of international relations, took matters in his own hands and called upon President Roosevelt at his summer home at Oyster Bay. A brief interview was all that was necessary to show him that the President appreciated the urgency of the case, and that he was in hearty sympathy with the victims of the wrecked bank.

With characteristic independence, Mr. Roosevelt did not hesitate to overturn the traditions of musty international law, declaring that he would go to any extent necessary to secure the return and subsequent punishment of the bank-wrecker who had stolen millions, and who was denounced as "one of the most obnoxious types of criminals." The interview finished, without a moment's hesitation the President sent a telegram to the Hon. Robert Bacon, Acting Secretary of State at Washington, instructing him concerning the case, stating that it was his desire to appoint James Keeley and Harry Olsen as official representatives to take Stensland in custody.

Stensland arrived in Chicago in due time in charge of his captors, and was duly prosecuted according to law.

The Fussy newspaper man, like the Fussy Salesman, makes a good stroke now and then, when fortune favors him, but in most cases he fools away his best opportunities of doing something worth while. The sort of enterprise exhibited by Keeley and Raymond in behalf of their paper is the kind that will enable the salesman to win big scoops of business for his house.

CHAPTER VI.

THE WHEELBARROW SALESMAN.

The Wheelbarrow salesman differs from the Order-taker in that he has going spells once in a while, even though they come in fits and jerks, accompanied by many twists and turns. The wheelbarrow is a mighty useful article, but its inventor never intended that it should play any part in salesmanship.

You know something about the peculiarities of the Wheelbarrow salesman if you are experienced in the style of acrobatic stunts necessary to the navigation of that unwieldly contrivance from which he derives his cognomen in our family of business-getters. One thing I have noticed about the wheelbarrow is, that it is never used to carry a valuable load—the chances of safe delivery are too slight. Its burden generally con-

sists of bricks, mortar, dirt, or rubbish of some sort. It does very good work when there is nothing in the way to impede its progress, but let it hit the smallest obstacle, and over it goes; or, perchance, if the man at the handle end of the affair is well versed in its peculiar traits, he can save the load by an extraordinary exhibition of skill and adroitness, known only to the manipulator, and which closely resembles an Indian war dance.

The Safety of a Four-wheeler.

The salesman who hopes to get on in the world will find it a hard task on one wheel and two handles with some one constantly pushing him from behind. He must be a four-wheeler, with an improved up-to-date motor power of self-energy keeping him constantly on the move.

The one-wheel machine goes along all right on a smooth track with a strong hand to steady it, and two props to keep its balance when not in motion; but it takes four wheels, all well greased and in good running order, on a vehicle stanchly built, to complete any kind of journey in safety in which there is a liability to encounter all manner of obstacles.

I remember, when a youngster, seeing some performers at a circus do a balancing trick on one wheel. I went home and took a wheel off the buggy in the barn, ran a short piece of broom-handle through the hub, and mounted from the horse-block. The wheel made a half-revolution, which I completed, stopping the mad whirl only when my head struck a convenient hitching-post. When the doctor had taken out the sitches, and I was able once more to sit at the table in place of standing, I said, "No more one-wheel business for me," and immediately turned my attention to fixing a contrivance on my four-wheeled red wagon that enabled me to propel it, riding at the same time, with no danger of a fall.

A wheelbarrow is a dangerous thing at times to itself, its propeller, or anything that happens within short range. I once saw an Irishman laboriously pushing a heavily loaded barrow up a steep incline. His foot slipped, and to save himself he let the whole load go, which was precipitated on the head of a fellow-workman, killing him instantly.

Webster defines the wheelbarrow as "A light vehicle, having two handles and one wheel." Barrow means "a portable carriage," and portable means "capable of being carried easily." Therefore, it must be seen at a glance that a Wheelbarrow salesman is the one who operates on one wheel, is light, has two handles, and is capable of being carried easily.

May Push or Pull for Business.

The two handles might be labelled Push and Pull, it being necessary only for the sales manager to reverse his tactics that the wheelbarrow may be made to go either way.

Under certain conditions it is easier to pull a wheelbarrow than it is to push it; besides the change about, it is less wearing in the long run.

The trouble with this Dr. Jekyll and Mr. Hyde type of salesman is that he bottles up his energy in an hour-glass of indolence and industry, in which the negative and positive qualities are about equally balanced but constantly at variance with each other. When the industry end of the glass is uppermost, splendid work is the result; but the supply gradually runs down into the indolence end until there is not a grain left. Then comes a period of slack work and consequent poor results. A powerful stimulus is required to reverse affairs, when once again industry conquers for a brief time, forcing its enemy, indolence, to the bottom.

The utility of this class of salesman remains an unknown quantity so long as frequent stimulation is necessary to produce even a fair average of results.

Nearly every large institution has its Wheelbarrow salesmen, men who do not seem to regard it as their duty to give their employers the first-fruits of their time and talent under all circumstances.

There is really a fine point of honor involved in that. Perhaps they do not weigh the matter sufficiently to regard it from that standpoint.

Some of them are splendid men in many respects, but lacking in that fine American quality, stick-to-it-iveness; they possess real ability, but are content with lapsing into commonplace ways now and then, instead of steadily working to the limit of their power. Occasional glimpses of their cleverness are flashed forth in some particularly bright and successful piece of work. These are mighty good special-inducement fellows, though! I knew one once. His house offered a prize of one hundred dollars in gold, to be awarded to the salesman selling the largest amount of goods of a certain brand within a given length of time. Our Wheelbarrow friend got a hustle on him and won that prize in a walk, but his sales in the aggregate for the period showed him up in the middle of the list—good in spots, changing according to conditions.

The Wheelbarrow Firm.

It is not often that the salesman has an opportunity to "about face" and brand his firm with being the wheelbarrow instead of himself, but such a thing actually occurred in the early experience of my friend Fuller. Nature had richly endowed him with qualifications for the work of promoting any enterprise, as the results of his later experiences attest. But at the time the event related in this story took place, his selling ability was an unknown quantity, he never having had the chance to put it to a real test.

One day opportunity came knocking at his door, just as it does once or oftener in the life of every man, and he summoned courage enough to present himself at the desk of the manager of a willow-ware house and made application for a position. He was promptly engaged on his own representation of what he thought he could do, and was put to work selling a new stove polish.

Securing a cloth, the manager opened a fresh box of polish and proceeded to give his new and raw recruit a demonstration of the merits of the article he was to sell, by shining an ordinary piece of paper, producing an elegant lustre, "with little effort and no dust or dirt."

Fuller had yet to learn that what he had just seen was a trick demonstration and that a similar effect could easily be produced in the same way with almost any other brand. His supreme faith in the article was clinched with the manager's statement that there was "nothing in the world that could begin to compare with it," and he started out with his little sample-case, a box of polish, a rag, and the assurance from the manager that he could find plenty of paper on the retailer's counters with which to make like demonstrations.

Enthusiasm a Large Factor.

The first dealer encountered told him he had "stove polish to burn." But Fuller had it to sell, and with the effect of the manager's demonstration still firing his brain, he was honestly convinced there was no stove polish on earth like his, and he shined papers galore. The fervor of his enthusiasm reflected an added lustre. His customer was forced to admit he had never seen anything like it, and closed by giving him a good order.

In the same way he sold to the next dealer, and the next; in fact, he worked that street from one end to the other, making forty-seven straight sales in three days without a single break. He made every one of those forty-seven dealers believe what he believed himself concerning that stove polish.

Dealer Forty-eight was a stumbling-block, and came pretty near convincing Fuller that salesmanship was a lost art, besides winning a dollar from him on a wager that all stove polish looked and worked alike, backing up his argument with Fuller's own paper demonstration, made with a polish taken from his own shelf.

Stove polish from head to foot, leaving the grocer in much the same condition, Fuller rushed from the store crushed and defeated. He worked the balance of the day with but little success, making a sale to but one in every eight or ten calls. The few orders he did receive were given him as "complimentary," and out of sympathy for his inexperience. His selling-talk, which had been effective principally in his demonstrations, totally deserted him with Number Forty-eight's knock-out blow.

One day Fuller awoke to the fact that he really had a good article. He had proved it by making forty-seven sales without falling down. He asked himself the question: "Why surrender the fine success I have had at the start because of my experience with Number Forty-eight?"

(To be Continued.)

HARDWARE AND METAL

Established - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:
Canada: Macpubco, Toronto. - England: Atabek, London, Eng.

OFFICES:

MONTREAL - - - - - 232 McGill Street Telephone Main 1255
TORONTO - - - - - - 10 Front Street East Telephone Main 7324
WINNIPEG - - - - 511 Union Bank Building Telephone 3726
LONDON, ENG. - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg
NEW YORK - - R. B. Huestis, 544 West 145th St. Telephone 2430 Audubon
VANCOUVER, B.C. - - - - - R. B. Bennett
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

THE STEEL CORPORATION'S POWER.

The most significant thing in connection with the cut in steel prices last week is the confessed inability of the Steel Corporation to absolutely dominate the market. Months ago a high official of the corporation told the American Hardware Manufacturers' Association that there would be no drop in iron and steel quotations. "We have," he said, "been able to hold prices down during prosperous times, and we will be able to maintain them during a period of dulness in trade."

Judge Gary has also been confident that the Steel Corporation was strong enough to put the law of supply and demand out of business and has repeatedly stated that it would be better for the industry and for the public generally, to have the trust regulate prices.

There is much reason in this position as it is no doubt a benefit to merchants to have prices continue stable. For instance, the hardware trade has undoubtedly benefitted by the Steel Corporation's ability to hold the price of iron and steel firm for over half a year after the financial panic struck the country. Had iron and steel prices broken last fall the prices of all hardware lines would have been demoralized and the hardware business would have been hit a hard blow.

The time may not have arrived yet for the Steel Corporation to absolutely govern the iron industry, but it is a notable fact that it has almost succeeded in doing so and, though temporarily vanquished, will continue its efforts to hold prices at a level profitable to itself and fairly satisfactory to the trade which stands between producer and consumers.

THE STOVE TRADE.

Stove manufacturers throughout the United States have been holding meetings to discuss the extension of trade, and they have been reaffirming prices at last year's level. Orders this year have been received later than usual, but bright prospects for a good fall trade are reported.

Similar conditions exist in Canada and despite a reduction in the price of pig iron, no reduction in prices appears to be likely. The five per cent. reduction last winter has fully covered the reduced cost of the founders' raw material and as wages have not come down, the producers are left in about the same position as a year ago.

Dulness in trade across the line has, it is reported, resulted in stove founders in Michigan looking for business in Ontario, but outside of the large trade done in gas stoves by the American stove founders for some years past, few shipments can be traced. During the past few months stoves have not been a seasonable line and sales have, therefore, been few.

Carry-over stocks of stoves, generally speaking, have not been large, and as manufacturers have been curtailing production this summer stocks will not be over abundant for the coming season, especially if the crop prospects in the west materialize as expected, and a revival in trade takes place. Retailers will undoubtedly buy conservatively this year, but the wise dealers will place their orders early and get the stoves on the floor and enter into an active campaign to secure every possible order by a personal and circular canvass of his district.

DON'T BE TOO NECESSARY.

A man's value to a business is not always in proportion to the influence of his personal presence, writes Waldo Pondray Warren. Sometimes the ability to leave a business for a time and have it go on as smoothly as ever is the best test of a man's control over it.

A factory manager was taking an extra hour away from his work one noon, and remarked to a friend, with apparent pride:

"I must be going back, or everything will be at a standstill. I can't leave the shop for two hours without causing a difference in the work. It doesn't take long for things to be going at loose ends unless I am right there to watch them."

This man, trying indirectly to raise himself in his friend's estimation, was really confessing his own weakness, and laying bare his secret misconception of the functions of a manager. The humor of the situation is apparent when we remember that many of the owners and managers of vast business establishments are able to be absent from their offices for weeks and even months at a time.

The good organizer, unless he is limited to very poor material, is usually the man who makes his own personal presence less and less of a necessity to the harmonious working of the system.

QUALITY A BUSINESS FACTOR.

No one will ever be charged with not being sound in the faith who preaches quality. Quality is the very foundation of success in business. Capital, knowledge, enterprise are important, but these will not stand when quality is absent.

It is quality that gives character, and character is as necessary to a business as it is to an individual.

Customers who have become converted to quality give in return their confidence; and this is the sheet anchor which holds business.

Goods sold on their reputation may not always earn a better profit than those that are sold on their price, but they do most of the time.

Quality is profitable unto all things in the business world.

THE QUEBEC TERCENTENARY.

The festivities in connection with the tercentenary celebration in Quebec this summer will draw thousands of people from the United States and other foreign countries to Canada, and in the coming of this multitude there is opportunity for the retailer to benefit.

The fame of historical Quebec is world wide, and while the majority of visitors will be attracted by the quaint character of the celebration, there will be hundreds, in fact, thousands, who will avail themselves of this opportunity to see something of Canada as a whole, and not alone as it is to be seen from Quebec.

Naturally, the increase in trade will not be felt everywhere throughout the Dominion, but in Quebec City, Montreal, Sherbrooke, the smaller towns in Quebec Province, and in the larger centres of Ontario there will be an appreciable increase in demand, and merchants should prepare to meet and encourage it according as their location warrants.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Your correspondent has been playing hooky for the past two weeks but perhaps your readers have not lost anything thereby for the trip was over nearly 500 miles of territory in the northwestern part of Manitoba and Saskatchewan, and, as seeing is believing, it is possible to speak with authority concerning at least a goodly portion of the crop areas of the West. Anything more beautiful or promising than the country at the present time would be difficult to imagine. One man who has spent 35 years on a western farm remarked that it would be difficult to imagine any day of the present crop season that could have been improved upon. It is not only that the growth has been rapid, but the plants are well stooled and particularly vigorous and healthy.

Estimates of acreage continue to come in from different sources. One of the most carefully prepared is that of Secretary Fowler, of the Northwest Grain Dealers Association. This estimate places the wheat area at 5,767,000, a gain of 15 per cent.; oats at 2,607,000, a gain of 10 per cent.; barley at 855,650, a gain of 9 per cent; and flax at 123,420, a gain of 2 per cent. There is really only one exception to be taken to these figures and that is, that the area of wheat is too small. The gain is fully 20 per cent., which would run the acreage over the 6,000,000 mark. It is, of course, far too early to begin to estimate yields, but it may not be out of place to remark that the average of the last ten years in the Canadian West had been nearly 19 bushels to the acre and should 1908 mark up to the average it would mean a crop of 114,000,000 bushels. The West may not reap half that amount but one thing is certain, the present will be a hard crop to kill, owing to the extremely favorable conditions under which it has been planted and the fine growing weather that has obtained since seed time.

* * *

The wheat market has been materially affected by the promise of bountiful crops, not only in the Canadian West, but also in the winter wheat belts and there has been a serious decline in the past two weeks, with small recoveries from time to time. The lower prices have increased the export trade materially and one or two firms have cleaned up pretty well the last of the low grade wheats and report an improved demand for higher grades, but following the plan of the whole season the moment wheat reacts to high levels there is a falling off in the British demand. There has been the expected increase in receipts now that seeding is over but it is not expected to last and at the outside the crop of 1907 will not run over 67,000,000 bushels, which is, however, some 5,000,000 better than was at one time expected, and the bulk of this was marketed at profitable prices.

All thought and attention now is turned toward new wheat, but the oat crop of 1907 is still to be heard from and it is expected that there will be some sensational fireworks at the end of June. One house has been trying to work a corner, a large percentage of their holdings have been bought at very high figures and still the oats continue to come and it seemed hardly possible with the present poor consumptive demand that anything but a fiasco can attend the closing of the corner.

* * *

There is a marked improvement in the business situation in the city, although money is still tight. The letting of the contract for the new Union Depot and the street improvements that are being rushed by the city before exhibition time are absorbing a number of the unemployed and the whole situation is better than it has been for some weeks.

* * *

The fact that the crop has such a good start is encouraging country merchants to make preparations for increased business and this again is reflected in the wholesale houses. Wholesale hardware houses, who felt the tight times more than either grocery or dry goods, report that May business was up to that of the same month last year, which was an exceptionally heavy one. Stocks in the country, for the reasons above, have been allowed to run low and though there is little doing in carlot orders even now there is a steady and increasing trade in less than car lots. Trade, too, is much more on a cash basis in the hardware lines than it was before the stringency occurred and this is certainly a most satisfactory state of things. The fact is, the farmers of the Canadian West have met their obligations in such a way on the short crop of last year that business men have come to realize that there is very considerable accumulated wealth in the older settled districts and it will take something much more disastrous than one partial failure of crop to really cripple the West. The stringency, however, has had the effect of making farmers realize their position and the need of paying up store bills, about which they were inclined to be careless when money was plenty and credit good.

* * *

June is supposed to be the special property of brides and even wedding presents point which way the wind blows. Chatting with the large stores in Winnipeg the other day it was learned that trade in articles that are looked upon almost exclusively as wedding presents such as silver, cut glass, hammered brass and costly china pieces has been fully 30 per cent. better than it was for June, 1907. Managers report that there has been perhaps a falling off in the number of larger and very expensive presents but an increase in the number of small and choice articles, for example, the cut glass running from $5 to $20, and that this trade has been almost exclusively cash.

* * *

The past week has witnessed the second annual gathering of the cattle breeders of Alberta, held at Erskine in that Province. This gathering takes the form of a big picnic, indeed, some of the people take tents, stay over night and make quite a function of it. This year the meeting was of note because more than one cattle man from Chicago was present and there is an evident desire on the part of American buyers to fill up the shortages from Western Canadian ranges. The new dipping regulations of the Dominion Government, which are of prime moment to Alberta were discussed at length and finally approved. The question of chilled meat to England received a good deal of attention but there was a very considerable diversity of opinion on the question.

* * *

The Horse Show, now in progress, while not in very close connection with the situation in the West, has its significant side. It is a show where only cups and ribbons are given and therefore the competitors are all local men. The number of new and expensive horses in the rings this year is quite surprising, the east and some at least of the states to the south have been scoured and it is current talk that for one pair at least purchased for this show $8,000 was paid. Whether this be true or not large sums of money in cash have been paid for these horses and all this goes to show that money is moving more freely than it was some months ago. One breeder of light horses, high steppers, who came up with a pair for this show, reports that within the past few months he has sold no less than 45 horses to Winnipeg men and all of them at good figures. More automobiles have been bought this year than last. The moral of all this is not hard to seek.

* * *

A feature of the present year will be the erection of buildings on farms. There has been a very marked drop in the price of lumber and already farmers who have refrained from building for some years owing to the extreme cost are laying their plans to erect new barns and stables between haying and harvest. The city of Winnipeg is reconsidering its adjustable contract that permitted of the purchase from one firm of not less than 2,000,000 feet and up to 5,000,000 feet on prices based on the old market. About 2,000,000 has been used on this contract and the city fathers are figuring whether it would not be money in pocket to pay something to forfeit the contract and make a new deal at the new prices.

The whole western situation is one to inspire confidence.—H.

HARDWARE TRADE GOSSIP

Ontario.

W. J. Morrish, hardwareman, Highland Creek, Ont., visited Toronto during the week.

W. Clements, hardware merchant, Milton, Ont., was in Toronto on a business trip early this week.

W. Burrell, of W. Burrell & Co., Yarmouth, N.S., called at the Toronto office of Hardware and Metal this week.

G. C. Wilson, the new Conservative M.P.P. for North Wentworth, is a widely-known hardware merchant at Dundas, and a member of the Ontario Retail Hardware & Stove Dealers' Association. His majority is given as 119.

M. J. McLaughlin, of the United States Steel Products Company, Montreal, was a visitor in Toronto this week. He expresses the opinion that the Canadian market will not be affected by the recent decline in iron and steel prices in the States.

The creditors of the Dominion Pressed Steel Company, Port Elgin, Ont., held a meeting in the offices of E. R. C. Clarkson & Sons, Toronto. Messrs. J. A. McAndrews and J. H. Spence were appointed inspectors. The liabilities of the company are estimated at $20,000, with the assets about $32,000.

W. G. Webber, chief clerk to the purchasing agent of the Lake Superior Corporation, Sault Ste. Marie, was married last week at Fort William to Miss Mattie McKinley, of Calgary. The bride before her marriage was with the Georgeson Co., of Calgary (wholesale grocers), while the bridgoom is well known to both grocers and hardware traveling men, being formerly connected with Rice Lewis & Son, Toronto.

Quebec.

J. Paquin, of St. Eustache, is in Montreal on a visit.

George Brousseau, Quebec, has been visiting hardware circles in Montreal on his return from Quebec.

G. Glassco, of Jones & Glassco, Montreal, is spending a month in Ontario, visiting various manufacturing concerns.

The assets of Philias Saulnier, manufacturer of stoves, Montreal, will be sold on June 22.

Gordon Seybold, of Starke-Seybold, Montreal, who was recently married, has returned from his honeymoon trip.

T. J. Drummond, of Drummond, McCall & Co., Montreal, is visiting Philadelphia. George Drummond is at Cobalt.

W. H. Wiggs, proprietor of the Mechanics' Supply Co., Quebec, is managing director of the Tented City, at Quebec. They are arranging to lodge and feed from 3,000 to 5,000 people per day during the Tercentary celebration from July 20 to 31.

Western Canada.

Haines & Wylie, hardware merchants, Oxbow, Sask., are succeeded by the Oxbow Hardware and Furniture Co.

J. F. Wildman, general manager of the Office Specialty Manufacturing Company, Toronto, is in Vancouver this week. He is out on a business and pleasure tour.

Frank Cameron and J. Carscadden have formed a partnership and will open a hardware store at Wynyard, Sask., as soon as they can erect a building.

The humble grindstone has a well-defined place in the trade and should not be overlooked. Too often the stones are piled out by the back door to take the wear and tear of the elements.

ONE DEALER'S EXPERIENCE.

G. A. Binns, Newmarket, a town thirty miles north of Toronto, asked for his experience in handling gasolene and auto supplies said :

"I have retailed bicycles and accessories since the days of the old high wheel and have done a very profitable business when they where used for pleasure and it cost from $85 to $125 to purchase a fairly good wheel. But when a standard was reached and the price dropped to from $25 to $40, the wheel being more commonly used, the cycling clubs disbanded and in a very short time the handling of bicycles had become a very risky venture, and wheels were sold principally to farmers' sons and school boys. The trade in wheels in most country towns is in that state to-day, and the busy country hardware merchant cannot afford to devote very much time to boosting that class of trade—although town and city merchants may do so profitably, especially, is this so when the goods must be sold at a very fine margin to compete with the large dealers in nearby cities where the trade has revived considerably the past two years.

"My opinion is that while the bicycle itself is not a profitable article for the country hardwareman to invest very heavily in, the sundry line, such as tires, cement, valves, spokes, etc., will pay well.

"The dry cell battery used in autos, motor boats and gasolene engines should be handled in the hardware store. A very reasonable profit can be made in this line. The profit obtained by handling gasolene depends very largely upon the way in which it is stored, preventing leakage and evaporation. To take advantage of all there is in the handling of gasolene one must install an outfit especially designed for the purpose. The Bowser Company build such a tank, buried under ground piped to a pump situated inside the building having an automatic cut off in case of fire, but the cost of installing such a tank in my opinion would hardly pay a dealer handling but 30 or 35 barrels a year.

"I find the most effective way of securing this trade as well as any other is to get after it personally and by letters, sending any circulars or information that would interest the prospective customer."

EMERGENCY HOSPITAL IN SHOPS.

There is a feature of several manufacturing establishments in Canada and the United States which might be developed in a good many other manufacturing plants. This is the emergency room, provided with all the necessary equipment in caring for an injured workman until he can be removed to the hospital in a serious case, and also in the case of minor injuries, to care for them in an efficient manner.

Especially in a manufacturing plant where accidents are, even with the greatest precautions, liable to happen at any time, should such system be inaugurated. Very few large manufacturing plants of any size are built now, in which there isn't more or less efficient conveniences for the employes, and in some plants an emergency system of aid to the injured is quite as important as good ventilating, good heating and a good lavatory system, since although it may not be constantly used, when it is needed, it is needed badly, since a human life may hang in the balance.

In the Montreal Rolling Mills there has been inaugurated a system of first aid to the injured which has worked very efficiently. The management of the first aid system rests in the hands of a committee of five of the superintendents, who pick out men in the different departments to take charge of any accident case there may be. These men were given a series of lectures on first aid to the wounded at the company's expense. A supply of bandages and all necessary equipment for this first aid is kept in convenient places by the company. This system has been well tested and has done good work in several instances.

DON'T OVERDO IT.

Foolish indeed is the man who brags of that which to him is the absolutely impossible. Equally foolish is the advertiser who boasts of merits which his product does not possess.

The party of United States capitalists, headed by John W. Gates, whom D. D. Mann took up north over the C.N.O. Ry. last week, were shown over the mine at Moose Mountain and were unanimous in their expressions of satisfaction at the ores they saw. The mine is now ready to ship ores, and the railway roadbed between Parry Sound and Sudbury is in good shape, but between Sudbury and Key Harbor it is not yet fit for traffic. The line is laid the whole distance, but it will be late in the summer before the equipment is perfected enough to start traffic over the whole line. The first shipment of ore will be sent to United States smelters until arrangements can be perfected to open a smelter in Canada.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 62.)

SEASONABLE SUGGESTIONS.

What to Order—Harvest tools, hay carriers, hay fork pulleys, harpoon forks, scythes, rakes, rope and clevises, guns and ammunition, kettles, preserving jars, rubber rings and fruit presses.

Sort Up—Ice cream freezers, lawn hose and fishing tackle.

Lines to Book—Snow shovels, axes and handles, skates, horse blankets, apple parers, cherry seeders, corn knives, sleigh bells and weather strips.

Advertise and Display—Lawn mowers, seats, hammocks, screen doors and windows, refrigerators, freezers, carpenters' tools, camp outfits and enamelware, sporting goods and preserving utensils.

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.
Copper—Firm.
Iron—No change.
Black Sheets—Cut of 10c.
Red Lead—Cut of 50c.
Old Metals—Slight change.
Wire Coat and Hat Hooks—Decline.

Toronto.

Malleable Pipe Fittings—Now 37½ off.
Enamelled Sinks—Quoted lower.
Turpentine—Weak at 62c.
Linseed Oil—Steadier.
Fence Wire—Unchanged.
Wire Hooks—Down 10c.
Black Sheets—Some Changes.
Copper—No change.
Pig Iron—Same quotations.
Tin—30½c to 31c.

MONTREAL HARDWARE HARKETS

Montreal, June 19.—Trade has improved again this week and jobbers report good orders going through. Booking ahead continues to show further stimulation, although the amount is below last year. Still the fact that conditions are improving in this direction, is very satisfactory, showing that dealers are taking note of the great harvest prospects and feeling more assured thereby.

Sorting orders are pretty general in character, there being a good call for builders' hardware, and seasonable lines such as refrigerators, ice cream freezers, etc. Hose still continues in very strong request, and one jobber ran short on three sizes. Here is a small illustration of the danger of buying in a conservative manner. As events have turned out, dealers have been able to keep themselves going on prompt delivery, and have not been held up by any sudden rush on the jobbers and manufacturers. But had any very heavy call arisen on particular lines, it is certain that there would have been a shortage as manufacturers although able to deal with the demand as it is, have not been turning out to the full extent of their factories. Buying from hand to mouth is all right so long as a dealer is sure of prompt delivery, otherwise it is most dangerous.

Prices generally are firm, although a cut has been made in wire hat and coat hooks. This should stimulate trade, although fair business has been done since the commencement of spring. Booking in autumn lines has commenced, and is showing fair promise. Undoubtedly this should be a good season for harvesting, preserving, and canning implements, and dealers are commencing to realize the fact.

Not only is the country trade being stimulated by the good crop prospects, but the city trade is being greatly improved by the increase in the industrial activity, and the busy state of the shipping. Commerce is going ahead at good pressure, and the summer is commencing to retrieve the spring.

Builders' Hardware—The various lines are in steady demand, orders if not being much heavier individually, showing improvement in quantity as time goes on. Some very good displays are being shown in builders' hardware, and it is evident that dealers are finding this department a profitable one to run. Building operations, although they do not compare with last year, are increasing in activity every week, and there is a good call for hardware, especially lock sets of superior style. Escutcheons, door handles, butts and push plates are in prominent sorting demand.

Harvest Tools—Orders are increasing in harvest tools, and dealers are evidently more assured as to the prospects in this department than they were in some of the spring lines. Corn knives are now commencing to move, as well as harpoon forks, hay carriers, scythes, rakes, ropes and clevises.

Cutlery and Plated Ware—The demand has dropped off somewhat, although sorting orders coming in show that a good call is still existing. Although the demand will now fall off until the autumn, dealers should not neglect to push these lines through the summer, for all marriages do not take place during June, nor all the present-giving confined to this month.

Summer Goods—A strong demand exists for hose, and some of the houses are somewhat short in consequence. Gardening tools and lawn mowers are in stronger demand again, and good business is being done. Ice cream freezers, water coolers and refrigerators are in good sorting call, and with the general exodus to the country and lake side, hammocks are in strong request. House-cleaning utensils owing to the shutting up of many houses are not in quite so good a demand in the city, although the country shows no falling off.

Sporting Goods—Guns, ammunition, and shooting coats are now moving better, and prospects are more favorable than they were. The usual athletic lines are in good strength, while there is no falling off in sorting orders for fishing tackle, and camping outfits. Yachting and automobile supplies are not quite so strong this week.

Preserving Goods—With better reports of the fruit season, and the appearance of strawberries, fruit preserving goods have been stimulated. Preserving kettles, preserving jars, apple parers, cherry seeders and fruit presses are moving well.

Wire Goods—Wire hat and coat hooks have declined in price, the 3-in. being quoted at 40c per gross instead of 65c. This will probably stimulate trade. Fair business seems to have been done all through. Gate hooks and eyes are still at 60 per cent.

Railroad Supplies—Trade has improved this week, and some fair orders have gone through. The announcement that the C.P.R. shops and other establishments at which iron and steel construction are carried on, will, as a result of the favorable crop prospects, resume full time, will no doubt greatly stimulate trade in small tools. Construction work is improving and as a result drill steel, shovels, spike mauls, picks and hammers are moving well.

Bolts and Nuts—The demand is fair with good inquiries. Wire nails are moving moderately at unchanged prices.

Enamelware—Enamelware is moving better, and good trade seems opening out. Kettles, pots and pans, Maslin kettles, plates, cups, and saucers are most prominent, especially the camping out utensils.

Screws—Screws continue to improve, and sorting orders are of fair strength, especially on the small sizes. We quote discounts at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, June 19.—A satisfactory sorting trade is the general report, a steady volume of small orders being given for seasonable articles, with no particular rush on any line. Despite the cut in iron and steel prices across the line, also, there is a more hopeful feeling developing and fear that prices may be higher and railroads have difficulty in moving a rush of freight during the coming fall is encouraging a willingness to book for future delivery.

The splendid crop prospects, not only in the west, but other parts of Canada,

are also responsible for much of the brightening noticeable. At present, jobbers' stocks are feeling the active call for goods and some lines are being depleted. Stocks, on the whole, however, are complete and orders placed now can be filled promptly.

The reduction in fence wire made by the U.S. Steel Corporation last week, will, in the opinion of the majority of the local trade, not be followed in Canada. The season is practically over and while manufacturers are understood to have large stocks of manufactured goods on hand, retailers' stocks are low. With no great demand in sight for some months there is no incentive to cut prices to develop trade.

Wire coat and hat hooks have been reduced from 55c to 45c per gross. No other changes are reported. No changes have yet been made on leather belting, etc., although an advance was decided upon. At present some severe cutting is being done to secure business.

Summer Goods—Trade in lawn mowers, hammocks, etc., is practically over with a few single sorting orders being received. Screens are still having some demand, and a steady trade is being done in gardening tools. Freezers are still selling and a good trade is being done in the small one-quart sizes, several styles of which have been introduced on the market at prices within the reach of every housewife.

Harvest Tools—Some lines have had their sale, but hay forks, barn door tracks and hay carriers, scythes and corn knives will continue in demand for some time and dealers' stocks should be well assorted.

Sporting Goods—Fishing tackle is in active demand, and supplies for vacation sailing and canoe trips are also beginning to move more freely. With the exception of target goods, guns and ammunition are not in active demand as yet. Prospects for a good trade in the fall are excellent, however. Bicycles are having a big boom in both city and country districts, and auto supplies are in steady demand.

Cutlery and Silverware—The call for plated ware is not so brisk, but some sorting is still being done. Cutlery will continue to be a good selling line in places where a tourist trade can be worked up.

Kitchenware—Summer fruits for preserving and canning are now available and a good business is being done in kettles, jars and cooking utensils generally. Stocks of summer camp stoves, gas and oil stoves, etc., in jobbers' hands have been pretty well run down, but sorting orders are frequent.

Builders' Hardware—The increasing activity in building circles is being reflected in the heavy orders being placed for wire nails, cement and other supplies, as well as lock sets, hinges, door handles, etc. Building, while by no means as active as a year ago, is experiencing a marked revival and orders show a corresponding increase. Much of the building being done is residences erected for occupation by the owners, rather than for speculation, and the result is that higher quality hardware is in demand.

Heavy Goods—Much speculation is being indulged in as to the possibilities of a decline in fence wire, etc., in sympathy with the reduction made by the U.S. Steel Corporation last week. A close canvass of the trade, however, does not indicate any likelihood of such a move as the wire season is over and no business could be stimulated by a reduction in price, while, on the other hand, lower prices would tend to demoralize the market. Fence manufacturers have produced far more than they have been able to sell this season and their hold-over stocks will be heavy. Wire coat and hat hooks have been reduced from 55c to 45c per gross.

MONTREAL METAL MARKETS.

Montreal, June 19.—The demand has improved locally, and some fair-sized orders have gone through this week. Steady buying on prompt delivery is still the feature of the market, and it is evident that although large orders are somewhat conspicuous by their absence yet users are holding no surplus metal, and that everything that is being bought is being used. This is the most satisfactory feature of the situation. With no accumulation of stocks the markets are ready to respond to the slightest improvement in trade conditions.

The metal situation, generally, seems to be a little stronger than it was last week. Tin has fluctuated in the English market, but finished stronger than a week ago, although the metal cannot be depended upon. Copper is still maintaining its firm position in New York under a slow demand. A great deal of confidence is being displayed in this metal and there is no doubt that holders are pinning their faith upon a great revival in the domestic demand meeting the present unrestricted production of copper before the market is flooded, which would be the case with the present rate of consumption, especially as the European demand cannot be expected always to come to the help of the home market. Reports as to trade conditions in the States are more favorable, so that there is no reason why this confidence should not be justified. There is a very heavy call waiting for the metal as soon as the various railroad and electrical companies can see their way clear to enter the general market. Copper will be used more extensively than ever by the industrial world, and it is the knowledge of this that encourages holders to keep up the price. During last week the foreign demand fell off, but it has become more active again. It is to be hoped that the European manufacturers will not be satisfied, until the domestic demand comes in with good strength.

The cut in steel prices, as was expected, has not pleased everybody. Some interests announce themselves as being satisfied with the extent of the concessions, but a large number openly express disappointment. It looks doubtful whether the reduction would have encouraged buying had conditions been getting worse instead of better. It is probable that whatever improvement has taken place in buying this last week is as much due to the improvement of trade as to the cut in prices. It is not anticipated that the cut will affect local prices to any great extent.

Locally, quotations are much the same as last week, with a strengthening tone to copper and tin. Some good inquiries have been made, and a much stronger trade seems to be opening up.

Pig Iron—Pig iron continues in a strong position in the Old Country, Cleveland warrants being quoted at 51s 7d, a slight advance over last quotations. The market is reported to be in a most encouraging condition, with a stronger domestic demand. Good exports continue to go out to the American continent, while the German call continues fairly strong. The demand for finished steel seems better again, probably owing to the renewed activity in the shipyards. Better business is reported in the States, but whether this is due solely to the cut or to the better trade conditions there seems some diversity of opinion. Probably it is due to both, although the cut does not go very far, and only recognizes prices that were in vogue before the reduction was officially announced. Locally some fair orders have been booked this week, and trade is moving along steadily although nothing very big is being done. We continue to quote: Middlesboro, No. 3, $18; Summerlee, No. 2, $20.

Black Sheets—Black sheets are reduced 10c, making the 10 and 14 gauge $2.50 and $2.40 respectively. This cut is stated not to be the result of the reduction in the States, but merely an ordinary revision of prices. Fair business is being done and some good inquiries are to hand.

Ingot Tin—With the primary markets stronger than they were, tin seems to be in a more staple position for a time, although with such a fluctuating metal no dependence can be placed upon the market. Tin is quoted around £129 in the English market, and $28.50 in New York. The metal has been slightly strengthening for some time, in fact, ever since the opening of the month. The demand is about the same, although American users are expected into the market again in good force. Locally the trade is quiet but firm. We make no change from our quotation of last week of $32.

Copper—Copper seems not only firmer in New York, but for the time being firmer in London, where the latest quotation gives £58 5s. The demand in the English market is reported a little stronger. In New York, the buying is on the small side, but of a steady description. The increased activity in Canadian copper production is very noticeable, and the returns are increasing every week. What is declared to be the richest car of copper matte ever shipped from British Columbia was sent from the Consolidated Mining & Smelting Company's smelter at Trail to the refinery at Tacoma recently. The shipment was worth a little more than $32,000, and the matte contained 41 per cent. copper, 35 ounces of silver and 45 ounces of gold to the ton. The company is preparing to increase the shipments from the copper mines by 100 tons daily, bringing the daily tonnage from the two

mines to between 500 and 600 tons. The installation of the electric feeds for the copper furnaces has been completed at the Trail smelter, and similar feeds will be installed for the lead furnaces. It can be seen from this that the Canadian copper production is assuming fair proportions. Locally, trade is steady, with medium orders going through. We make no change in quotations.

Spelter — Spelter is strengthening somewhat in the Old Country and at East St. Louis, being quoted at £19 7s 6d, and about $4.50 respectively. The demand is improving a little, and inquiries seem more to the point. The call locally is about the same, and we make no change in quotations.

Lead—Lead is slightly stronger, being quoted at £12 12s 6d, but the situation is not at all strong. Locally the cut seems to have stimulated the demand a little, and better business has been done at $3.60 for imported pig.

Old Metals—Witha slight revision in light copper, old metals are unchanged. There is very little doing, although trade has picked up, and continues to improve. Heavy copper and wire, 10½c; light copper, 9c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $13; No. 2 cast, $10.

TORONTO METAL MARKETS.

Toronto, June 19.—Another uneventful week has passed on the local market, no changes having been made here following the cut on finished iron and steel in the States. The general opinion, too, is that no cut will be made here, prices having already been marked down to a more reasonable point than were asked across the line before last week's reduction. There is no telling what moves will be made, but there is no doubt that a feeling is growing that the bottom rung in the ladder has been reached and from now on there will be an upward movement, particularly as everything now points to a bumper crop in Western Canada.

Speaking of the recent cut in steel prices the Iron Age says it was radical enough, and merely recognizes concessions which had been more or less openly made during recent weeks, and which had been undermining confidence both among sellers and among buyers. Commenting on this the New York Journal of Commerce points out that Judge Gary has been contending all along that lower prices would not lead to increased buying and was not desired by "consumers," his doctrine being that lower prices would not stimulate demand but that the demand would come when it got ready regardless of high prices. The fixing of the level as little as possible below that which the big concerns had failed to maintain was in accordance with this theory and goes on to say:

"It is not likely that such a slight decrease will have a very stimulating effect, but any easing up of the pressure of cost will afford some relief. What is needed and what has been needed for the last six months is the effect of a wholesome competition in prices among producers, which would have enabled consumers to continue buying, according to their varying ability, and so gradually recover activity in their own industries. The combination cannot wholly strangle competition and paralyze the law of supply and demand, but it has business by the throat and relaxes its hold as little as possible. It would not voluntarily let it up until it was strong enough to lift the burden of the Steel Trust, but there are indications that in spite of the official understanding concessions are still being "more or less openly made." Nothing but absolute monopoly can "beat" the law of supply and demand in the control of prices."

Pig Iron—The market continues quiet, although there have been some small sales for immediate consumption. Prices remain as before: No. 2 Canadian foundry, $18.75; Middlesboro No. 3 Summerlee No. 2 and Cleveland No. 1, $20.25.

Tin—Toronto quotations remain as last week, $31 to $32, according to quantity.

Plates and Sheets—Black sheet prices are being revised, owing to present importations. On some gauges a ten cent reduction has been made. Locally, prices are the same as last week and unless there is a decline in the United States as a sympathetic result of the lowering on bars, Toronto prices will remain as at present.

Copper—The local price is unchanged, 13¼c to 13¾c for casting ingots. There is nothing of importance to report.

Lead—$3.65 continues to rule the local market, with a better business developing, as a result of the lower prices prevailing.

Spelter—Foreign is still quoted at $5. Though the trading might be brisker, sales appear to be fairly satisfactory.

Old Materials—Prices are unchanged. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 9¾; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 3c; zinc, 3c; No. 1 wrought iron, $9; stove iron, $11; machinery cast iron, $14; rubber, 6¼c.

U. S. IRON TRADE.

Cleveland, June 18.—The Iron Trade Review says: The trade has not yet recovered from the sudden and unexpected shock caused by the recent concessions in the prices of finished materials, particularly on plates and shapes. The volume of business in steel bars has been gratifying, but it was not unexpected, inasmuch as the agricultural implement manufacturers, who have been the big buyers during the past week, always place contracts for their year's requirements during the month preceding July 1.

There is but little movement in pig iron, and the reduction in ore prices has in no way affected this commodity.

As far as a buying movement in plates and shapes is concerned, nothing in a big way is expected until the railroads start to purchase. The change came too late to be of advantage in any extensive building movement, the season being too far advanced to start important operations.

LEATHER SHOES FOR HORSES.

In some districts of Australia the horse is shod with leather instead of iron. The feet receive better support. This novelty is employed only in regions where the ground is permanently covered with grass or fine sand. In a country like Australia, where stocks are sometimes scarce and a horseman may experience great difficulty at a critical moment in finding a horseshoe, such an innovation is a useful novelty. With extra shoes whose weight is a trifle, and which can be fitted without trouble, it is practicable to travel without fear of the horse losing its shoe and being injured. Though the leather shoe is more expensive than the iron shoe, the higher price is repaid by the advantages gained.

In some quarters the horses were never shod with iron. Probably shoes, like drivers, will be supplied before long, thus avoiding the disagreeable experience of a horse's hoof wearing too rapidly. It is not impossible the innovation will soon extend to every country where the nature of the soil permits it to be used.

SOO PLANTS RE-OPEN.

It is announced officially that the Bessemer open hearth, bloom and rail mills of the Lake Superior Corporation will re-open on Monday with a full staff of men. Since the plant closed down two months ago business has been exceedingly slack, many traveling men not calling at the Soo on their regular trips. The blast furnaces will not be started just now, as the plant has a large accumulation of pig iron on hand.

IS CO-OPERATIVE BILL CONSTITUTIONAL?

As the result of dissension before a committee of the Senate, the Government's Co-operative Societies' Bill has been referred to the Department of Justice for an opinion on its constitutionality.

TRADE NEWS.

Robert Fair's hardware store at Bancroft, Ont., was destroyed by fire on June 15.

Henry Bradford Sargent, of Sargent & Co., New Haven, Conn., was a visitor in Toronto last week.

The interests of the late Charles Gurney in the Gurney-Tilden Company, stove founders, Hamilton, have been purchased by John H. Tilden for $135,000.

Walter Hodson has taken charge of the Dominion Wire Manufacturing Co.'s Toronto branch during the absence of his brother, who has gone to Belfast, Ireland, on a trip for the benefit of his health. R. B. Coulson, the company's Western Canada traveler, has been a visitor in Toronto this week.

Field Bros., Victoria, B.C., have purchased fifty sections of timber land in the vicinity of Bella Coola, B.C., and will erect a large sawmill this season.

Quebec and Maritime Provinces

Death of Prominent Wire Goods Manufacturer—Lumber Trade in Bad Shape in New Brunswick—Merchants Protective Association Collector Missing —New Factory at Sherbrooke.

HALIFAX.

June 13.—While collections are still a little slack there is considerable improvement since last report and the prospects for business are excellent. Trade for June so far is exceptionally good, and the outlook for the future is most promising. There is an unusual demand for builders' supplies, and trade in paints and oils is quite brisk. Sales of cement are also very heavy, concrete being used for nearly all the foundations that are now being put in. American scythes and tubular steel bow hay rakes are selling quite freely. Jobbers state that the prospects appear bright for mid-summer and fall trade. Fishermen have done extremely well so far and crop prospects are excellent.

The death occurred at New Glasgow this week of A. R. Munro, the largest shareholder of the Munro Wire Works, of which he was the manager. His death at the early age of 44 years is deeply regretted by all, as he was one of New Glasgow's most enterprising men. About nineteen years ago he and his brother, James, started the Munro Wire Works on a small scale and through energy and strict attention to business brought the concern along until to-day it is one of the leading industries of the province. He was unmarried.

ST. JOHN.

June 17.—At the annual meeting of the St. John Railway Company on June 10, reports showed that the net earnings for the year ending April 30 were $51,879. Extensive improvements are to be made in the gas works under the direction of S. Skinner, superintendent of the Montreal Gas Works. The old board of directors was re-elected.

An indication of the poor condition of the lumber market was shown on June 11 when some timber limits on the Green River were offered for sale by auction and there were no bidders. The property was part of the estate of R. A. Estey, of Fredericton, and was offered for sale by the assignees. A two-mile strip was sold for $50 to Stetson & Cutler, and 12 miles to Randolph & Baker for $100. No bids could be secured for a block of 68½ miles, held at an upset price of $8,000. Lumbermen here say that business is about as quiet as it could possible be. The outlook is not bright.

Keith & Plummer, and Franklin Clark of Hartland are clearing ground preparatory to the erection of large brick buildings, that of the former to be 60 x 80 feet, and that of Mr. Clark to be 30 x 60 feet. The buildings will form a solid brick block, two storeys high, with a concrete basement.

Arthur Carlyle, who acted as collector of the Merchants' Protective Association here, is reported missing, and a number of merchants who had given him accounts to collect would like to hear from him. He is said to be in New York. No formal complaint has been made with the police against him.

F. R. Doerhen, a prominent merchant, of Barbadoes, was in the city last week trying to interest dealers here in the promotion of trade between Canada and the West Indies. Mr. Doerhen thinks the West India people are trading altogether too much with the United States, and he is endeavoring to encourage Canadians to give more attention to trade with the islands. He says the merchants of Barbadoes are now exclusively in Canadian carriages and several other products of the Dominion.

Major James W. McAvity, head of the McLean & Holt foundry, went to Charlottetown, P.E.I., last week, in command of a team of eight riflemen, to compete with P.E.I. and Nova Scotia in the annual inter-provincial match. The New Brunswick team secured second place, being defeated by the P.E.I. team by one point, 732 to 731. Nova Scotia's total was 699.

MONTREAL.

June 19.—The retail trade generally report business as being very good. The great activity in the harbor, combined with the stimulation in commerce generally, has made the city extremely busy, and naturally this is reflected in the consuming demand. The receipts from the street railway, and the degree in which public amusements are being patronized, all tend to show that there is no scarcity of money. Under these conditions, therefore, it is only natural that the hardwareman should get his share of the better business. Customers are purchasing in much larger quantities than they were, and as one dealer said, "instead of buying one packet of tacks they now buy two." Builders' hardware and carpenters' tools have all gone very well, and a good demand for paint still exists. Hose and lawn implements are also selling well. Altogether the summer has opened out well, and with the C.P.R. shops and other great industrial concerns commencing to run full time again, trade should soon be at high tide.

Although silver and plated ware has been proved to be a profitable branch of the hardware store, and one capable of being worked up to good proportions, very little display has been made this month of the various articles. Hardwaremen seem chary of pushing these lines. They are inclined to think them somewhat out of the recognized sphere of their trade, and are reluctant to display them to any great extent. This is, however, a great mistake. The women folk more than ever do the hardware buying, now, and acceptable wedding presents look just as nice in a hardware store as in the jeweler's window. During June the various windows should be given up to articles suitable to wedding presents, but this is not generally the case. An improvement is noticed in some stores, but there is a lot to be learned yet.

Some good displays of builders' hardware can be noticed in the city. It is astonishing what an advance has been made in the designs and quality of lock sets, escutcheons, etc. The cheap articles of some years ago seem to have entirely disappeared. Builders recognize that quality pays best in the long run, with the result that hardwaremen are showing much better lines than they did. It is surprising what a good window display can be made of builders' hardware. Artistic door handles, lock sets, push plates when arranged on suitable mounts, look most pleasing to the eye, and attract great attention. One display in the centre of the city has commanded much interest. Various other stores are also displaying good lines, and it is evident that builders' hardware has secured a strong hold upon the dealer.

It is announced that the various properties in Canada controlled by Drummond, McCall & Co., Montreal, and their associates are to be consolidated. The proposed merger, it is understood, will embrace the Canadian Iron & Foundry Company, which controls the Macdougall Car Wheel Shops, the Montreal Pipe Foundry at Three Rivers, and Londonderry, N.S., and the Car Wheel Works and General Foundries at Hamilton and St. Thomas, and the Car Wheel Works and Pipe Foundry at Fort William.

Another concern is the Canada Iron & Furnace Co., with furnaces at Midland, Ont., and Radnor Forges, Que., the Londonderry Iron & Mining Co. at Londonderry, the John Macdougall Works at Drummondville, Que., and the iron mines of Annapolis, N.S.; Bathurst, N.B., and Mayo, Ont. English capital is said to be behind this great merger. It is not the intention of the people now controlling the various companies to part with their various interests.

The Raymond Concrete Piling Company, of Canada, whose head office is in this city, has been awarded the contract for all the piling preparatory to laying the foundation for the new Union Station at Winnipeg. There will be about 1,000 piles put down, and the job will probably be accomplished in six weeks.

J. H. Roper, manufacturers' agent, and Charlie Nicoll, of the Gurney-Tilden Co., both of Montreal, have just returned from an extended fishing trip in the Laurentians.

F. J. Shand, deputy manager for Nobel's Explosives, Glasgow, Scotland, is in Montreal.

SHERBROOKE, QUE.

June 16.—The Sherbrooke Construction Co. have been given the contract for erecting the factory of the Improved Paper Machinery Co., in Sherbrooke, and the work will be commenced without delay.

News Gathered in Ontario

London and Wallaceburg to Have Natural Gas—Change in London Firm—Will Black Wire Cloth Replace Green—Brantford Judge Decides Stove Molders on Strike Can Legally Station Pickets Near Foundries—Peterboro Expects to Secure Another Factory.

KINGSTON.

June 17.—One of John Corbett's windows has been drawing considerable attention the past couple of weeks, the subject of attraction being, the figures of two men shaving, which works by clockwork, and which when running is the means of creating no end of amusement. The idea is to advertise the Gillette safety razor, and the illustration shows where the one man is confounding the old style razor, because he has made a bad gash on his cheek, while the other is in his glory over the thought of having a safety razor, being thus saved the severe cuts which he might otherwise have received. So well is the arrangement prepared that one can even see the lather and blood on the faces.

So enthusiastic have some people in this district become over the revival of the bicycle, that many cases of thieving have been reported to the police within the past few weeks.

At the meeting of the Board of Education, held last Thursday evening, E. Lawrenson was awarded the contract for tinsmith's work for the Public Schools.

The plumbers employed by Simmons Bros. went out on strike Monday morning. The cause of the strike was that a union man who was behind in his dues was taken on. The union demanded his discharge, but this was refused, so the men walked out. It is the intention of the firm to run an open shop in future.

Norman Comper, a young plumber employed by Taylor & Hamilton, had a very narrow escape from being suffocated by gas on Friday while engaged in making some connections with gas pipes at a residence on Wellington Street.

The tinsmiths' strike is still on, and there appears to be no sign of a general settlement being brought about at present.

A building boom has now struck Kingston and for the months of March, April and May no less than 110 building and 60 plumbing permits were issued. The permits arranged for the construction of a number of fine residences, and in many other cases for extensions and other improvements to valuable city property.

PETERBORO.

June 17.—At the Canadian Cordage Company's factory on Friday of last week, Florence Carl, an Italian laborer, had his right arm terribly mutilated in an accident. He was cleaning some machinery while it was running, instead of waiting until it stopped and a belt drew his arm among the cogs of a wheel. It was torn from wrist to elbow and caused him intense suffering while he was being conveyed to the hospital.

The opportunities of Peterboro to secure another new industry are very bright. J. F. Lewis, vice-president and treasurer of the Philadelphia Lubricator and Manufacturiag Company, has been in the city during the past week in regard to a site for a factory for the manufacture of a greased cup, a new device for lubricating purposes, and so far as obtaining a suitable site he has been successful. M. W. Boerema, a representative of the same company, has been in the city for four or five weeks in its interests. Further developments are expected soon.

A new Roman Catholic church is under construction here, the corner stone of which was laid last Sunday.

While painting on the Hunter Street bridge last Saturday, David Hartley, the painter and well-known pedestrian, fell to the floor 20 feet below, and was painfully injured. A wheel of a passing vehicle caught the ladder on which he was standing thus knocking him down with the ladder on top of him. He was taken to the Nicholls hospital.

So far as the hardware merchants of Peterboro are concerned, they will not close their stores on Thursday afternoons as proposed. A number of the other merchants of the city, however, have decided to follow this scheme.

Edj. Hartley, of this city, has produced an axe which he pulled out of Little Lake last year and which is now being displayed in the Peterboro Hardware Company's window. The iron head is caked with rust but the handle is of special interest. It is made of oak and is worn away evenly through its entire length. It is believed that it has lain in the water for 40 years.

E. M. Best, of the Best Hardware Co., is spending a few holidays at a Stony Lake summer resort.

HAMILTON.

June 16.—The local hardware retailers are looking forward to the introduction of black wire cloth here with a feeling akin to pessimism. So far none of the dealers have placed orders for black cloth as they do not want to encourage its sale, because of the confusion between it and the green and because so far there has been little or no demand. Although the black cloth has been on the market a matter of three years, not until recently has there been any requests for it and these have come principally from the Americans resident in the city who have been used to getting it on the other side where it has the general call. The reason that the hardwaremen are so averse to stocking the black wire cloth is that it will be an extra burden on their hands, and, incidentally, sell at a lower price than the green. They would also have to keep the two stocks, while the sales of the black, according to present prospects, would hardly be sufficient reimbursement for the time, space and trouble entailed in its sale. So far the sales of wire cloth have been particularly heavy, even exceeding those of previous years by a big margin, and it is expected to reach even much larger proportions before the end of the season. The use of wire cloth for veranda screens is daily growing in popularity and as verandas themselves are the fad at present, the hardwaremen are looking forward to a very heavy sale. The sales of screen doors have also been very heavy and a pleasant feature in this connection has been that purchasers have demanded the better quality.

Stewart & Witton took out a permit last week for a $25,000 addition to the Picton Street School.

One of the incorporators of the new Dominion Tar & Ammonia Company stated this week that the concern would be one of the biggest of the kind in Canada when it is put on a running basis. He would not give out anything definite for publication as the plans have not yet all been arranged, but it was intimated that a large plant would be erected here and operations commenced as soon as possible.

Charles Lenz, formerly proprietor of the Hamilton Whip Company, who was drowned in the bay last fall, left $149,000. His will has been probated and $48,000 of his estate was composed of life insurance.

Another important industry has been secured for the city. It is the Hamilton Tube Company, and has been incorporated with a capital of $50,000. The new company has acquired five and a half acres of land northeast of the old Hoepfner building on Sherman Avenue, now occupied by the Atkins Saw Company. It is the intention of the firm to manufacture steel tubes and about fifty men will be employed for a start. The incorporators are: James Louis Sharkey, manufacturer; Adolph Monae-Lesser, physician, and Rush Nycum Harry, railroad official, all of New York; George Allen Martin, of Pittsburg, and Edward Herbert Ambrose, of Hamilton, barrister-at-law.

The Separate School Board will erect a school in the extreme east end of the city at an estimated cost of $12,000. The building will be of cement, and will have four rooms. Robert Clohecy is the architect.

A fire in the washer making department of the Hamilton Steel & Iron Company's west end plant on Saturday night did between $3,000 and $4,000 damage. The fire originated supposedly from defective electric wiring and the loss, which is covered by insurance, was chiefly on machinery and stock.

David Reid and Allen Henry Marshall, molders, and Mrs. Jeanie Moncur Reid, of this city, have been granted a Provincial charter for the Reid Foundry & Machine Company, to manufacture the Reid and other molding and foundry machines, and to do a general iron and brass founding business in Ingersoll.

James Keating, of the Hamilton Facing Mills, was married this week to Miss Amelia Carson, of this city.

GUELPH.

June 16.—At a recent meeting of the Retail Merchants' Association, the question of the collection of bad debts was gone into at some length, and the methods of dealing with them were brought up. It was finally decided to appoint a collector, whose whole time would be devoted to the work, and D. A. Scroggie, a well-known business man, though lately retired, was appointed to the position.

The question of giving the clerks a half-holiday has been definitely settled in the negative, and nothing further will be done in the matter.

The windows of the hardware merchants look exceedingly attractive this week. A good deal of business has resulted as a consequence of the large excursions to the O.A.C.

The London Machinery Co., manufacturers of agricultural implements, have found out that their business has increased to such an extent that their present premises are not large enough. Accordingly they intend to build an entirely new factory, having at present four sites in view. The Aspinall Potato Digger Co. will likely take the London Co.'s present premises.

At a meeting of the council of Preston the contracts for the various work on the town's system of sewerage were let. The Concrete Engineering and Construction Co., of Toronto, were awarded the contract for the laying of the sewers, and the Canadian General Electric were awarded the contract for the pumping apparatus.

The plans and specifications for the fire protection pipe line in Hespeler have been received by the clerk, and work will be started as soon as possible.

W. E. Demill, E. Parkin, W. Hinton and Charles Hallett, Hespeler, attended the Foundrymen's Association convention held in Toronto last week.

The molders of the Clare Foundry, Preston, held a very enjoyable annual picnic to Idylwild last week.

Henry Occomore, the energetic secretary of the Retail Merchants', left on Friday last for a tour of the Old Country, which will occupy about two months. He was accompanied by his daughter, Holly.

The Preston school board have awarded the contract for the addition to the public school to Frank Fach. The tinning, plumbing and heating are yet to be let. Wm. Wildfong was awarded the painting contract.

PRESTON.

June 10.—The fine large hardware store built here a couple of years ago by McMurtry & Bernhardt, now Bernhardt & Gies, is shown in the accompanying illustration. Located in a central location on the main street and having a wide frontage with large windows and ample floor space, the store offers splendid opportunities for the display, stocking and sale of goods, and that the firm take advantage of their opportunities is readily seen. A fine silent salesman (made by the Canadian Office & School Furniture Co., Preston), good counters, ample shelving and neat Bennett boxing, gives the store a progressive and prosperous appearance, while the clean floor and attractive metal ceiling add to the beauty of the store.

The large range in the centre of the floor is a Joy Malleable Steel Range, while some of Findlay Bros.' heaters are to be seen in front of the graniteware shelving. Further back are the shovels, farming tools, etc., on wall hooks.

Bernhardt & Gies Fine Store at Preston, Ont.

The store is 28x58 feet in size, with a basement and a storeroom above.

BRANTFORD.

June 15.—A decision of considerable importance in the molders' strike at the Buck Stove Works in this city and of interest to the trade in general was given by Judge Hardy last week in the cases of one hundred union molders, who were charged with besetting the works of the company. It was held that as it had not been shown that the strikers had used compulsion or restriction against others in the performance of lawful work, the defendants were not guilty of the charges laid against them. The cases arose over systematic picketing by union men in the vicinity of the Buck works. The effect of the decision is practically that picketing is not illegal under the Canadian law, so long as there is no motive to restrain or compel others in the performance of lawful work. The local strike is still in progress.

As an evidence that the extension of the street railway is an assured fact, and that it will be carried out at once, the company has ordered 35,000 ties.

Great improvements are being made at Mohawk Park, in this city. Benedict & Cusins, of Buffalo, have secured a seven years' lease of the grounds. Later in the season some expensive apparatus will be put in. Metal men carrying any big lines of this kind would do well to look into the situation as the promoters are men of capital and control Crystal Beach at Buffalo. It is planned to make this park one of the finest in the country. A portion of the ground is given up to campers and local hardware and tent men are already reaping the benefits in this regard.

The molders' and boilermaking departments of the Waterous Engine Works Company have been put on an eight-hour day for five days in the week.

Andrew McFarland, clothier, has purchased the old opera house property on Colborne Street for $10,000, and will erect a new store. The theatre was recently destroyed by fire.

Operations have been commenced on the new Bank of Hamilton building. It will be completed in September.

The new Brantford and Hamilton Radial is largely patronized and financially promises to be a success from the start. The excursion traffic is very heavy.

The Hall Foundry and Machine Company, of this city, which is erecting a new plant here, has been granted a fixed assessment of $2,000 for ten years. It is the policy of the city to encourage industries in this manner.

While the building trade here during the past couple of months has been brisk, it shows no boom period. For the most part the houses in the course of erection are small, although they are being equipped with all conveniences, which is a source of revenue to the plumbers. There have been no big factory extensions, aside from the new Goold, Shapley & Muir plant, which was completed some time ago.

LONDON.

June 14.—Wm. B. Gillespie has retired from the Purdom-Gillespie Hardware Company, Limited, of which he was vice-president. The business will of course be carried on as usual. Mr. Gillespie's plans are not yet known.

The entire staff of the London Rolling Mills has been laid off for a few days, owing to an accident to the crusher.

The producer gas engine at the McClary east end works is now generating between 182 and 200 horsepower daily. The amount of coal required to run the plant is about a ton and a half per day. It is figured out that one horsepower for the day can be generated with 1.04 lbs. of coal. It requires four men to run the power plant. The exact cost of the power has not yet been exactly figured out, but it is believed it

will be found to run Niagara power a pretty close race.

The Hobbs Manufacturing Company has presented the fire department with a cheque for $50 in recognition of its services on the occasion of the recent fire at the company's premises.

The county judge on Saturday heard evidence in the case of the Page Wire Fence Company vs. Brown. Defendant was an agent of the company, and it is claimed sold fencing valued at between $100 and $200, for which he made no returns. It was to recover this money that suit was entered. The defence put in a counter claim, stating that the company really owed Brown for commission on sales made. Judgment was given for plaintiffs for $85, defendant also to pay $55 costs.

Friends of Everett Gaudier, of this city, traveler for James Wright & Co., wholesale hardware, are sympathizing with him in the loss of his valuable gold watch. Mr. Gaudier was in bathing at Port Stanley on Saturday, and when dressing discovered that his watch was gone. There is no clue to the thief.

There is every reason to believe that the citizens of London will be enjoying the blessings of natural gas by the time winter fairly sets in again. The company which is to lay a pipe line from the Port Dover gas field to this city has been duly organized, and work will be commenced with as little delay as possible. It will take about ninety days to construct the trunk pipe line, which will be about sixty miles in length.

CHATHAM.

June 14.—Chatham's second 5-10-15 cent store, that of S. H. Knox & Co., opened for business on Saturday. This concern has followed close on the heels of Brewster & Co., and keen competition is looked for. The resident manager of the Knox store is J. H. R. Mitchell.

The smuggling propensities of certain Chatham ladies, fostered during long years by the cheap rail and boat rates to Detroit, have just received a sharp setback. It is announced that for some time past spotters have been at work, and, as a result, a list of the names of some twenty prominent women was handed in at headquarters. The offenders have been notified to cash up the value of the goods, plus the duty, on pain of prosecution. Several have already complied. The most amusing feature is that in many cases the goods could have been bought just as cheaply in Chatham.

The Chatham Public School Board are advertising for tenders for steam heating the Central School and the Collegiate Institute. The former has hitherto been heated by the Chatham Steam Heating Company at a flat rate of $1,000 per annum; but the company has declined to renew the contract except at meter rates. The Board accordingly purpose doing their own heating, and have asked tenders for the installation of a boiler at the Central School, and of a complete steam heating system at the C.C.I.

W. G. Glenn, of Toronto, patentee of a smoke and gas consumer to be used with stoves, furnaces and industrial boilers, was in the city last week in the interests of the Glenn Stove & Furnace Co. Mr. Glenn is endeavoring to interest local capital in the project. The patentee claims that the device not only does away with the smoke nuisance, but saves fuel as well.

The Tyrrell Block, recently purchased by J. H. Tyrrell from the Oldershaw estate, is to be completely remodeled. An extensive addition to the Kent Canning Works is also promised for the near future.

Chas. Rhoades, Tilbury, has opened a shop for iron and brass work and general repairing, on James Street.

Wallaceburg Council last week granted R. L. Pattinson and associates, of Buffalo, a 25-year franchise for supplying natural gas to that town. If the natural gas supply plays out, the franchise is good for artificial gas. Mr. Pattinson expects to be supplying Wallaceburg by early next fall.

West of the Great Lakes

Travelers' Convention at Vancouver—Building Active at Regina—New Buildings at Saskatoon—Splendid Crop Reports—New Potato Peeling Machine —Calgary's Big Gravity Water System—Edmonton May Get Cement Industry.

REGINA.

June 15.—The past week shows marked improvement in the building trade. Work has been started on the Gratton School, Murphy & Martin, of this city, securing the contract.

The contract for seven new residences at R. N. W. M. P. Barracks has been awarded to McGregor & Black, and work will be started at once. These houses are to be used for officers' quarters, and will be thoroughly modern.

Storey & Von Symonds' plans have been accepted for the new Collegiate Institute. This will be one of the finest school buildings in the West, and will cost about $150,000.

A great many permits are being issued at the city offices, and from the present outlook, Regina promises fair to eclipse any previous year in the amount of building done.

The Parsons Construction Company have a force of about 100 men working on the new Albert Street bridge, crossing Wascana Lake. When completed this will be a very fine bridge, as the construction is of reinforced concrete.

Peart Bros.' Hardware Company have made delivery of 2,500 barrels cement, to be used on the Albert Street bridge.

As a result of a petition circulated by the retail clerks of this city, the stores will be closed at one o'clock on Wednesdays during June, July and August. It is the intention of the Clerks' Association to provide sports for each afternoon.

J. R. Smith, of the Smith, Ferguson Coal Company, has let the contract for a residence on Rose Street.

The hardwaremen report a very brisk trade in all lines of summer goods, and there is a marked increase in the demand for these goods each year. The trade in wire fencing and fence wire is still very brisk, and, as a result, of the heavy demand, there has been a scarcity for the last few days. Paints and oils are moving nicely, and there is also a fair demand for mechanics' tools.

The rains of the last few days have worked wonders for the crop, and old settlers say that the conditions at the present could not be better.

Galloway Bros. & Fount, of Regina, have 2,500 acres under crop, and report that they never saw the crop in such good shape as it is this year, and are looking forward to a bumper crop in this section.

Mr. Cook, of the Northwestern Iron Works, reports business ahead of any former year, and is forced to run a night shift to keep up with the work.

J. C. Stokes has secured the contract for the interior fixtures for T. R. Preston's general store, Glen Ewan, and Hollonquist & Jackson's store at Carlyle. Both firms are putting in modern fixtures, including Hadley silent salesman, Walker bin fixtures, and also a line of hardware shelving, of which Mr. Stokes is making a specialty.

EDMONTON.

June 13.—Last week there was turned out the first produced of the Sand Pressed Brick Company, the plant of which is located on the Strathcona side of the river, below the Edmonton lumber mills.

The contract for 161 tons of six-inch, 50 tons of four-inch cast iron water service pipe, and two tons of specials for the city, was awarded to Gorman, Clancey & Grindley, who offered to supply the six-inch and four-inch pipe at $47.50 per ton, and the specials at $72 per ton. The pipe to be supplied will be manufactured by Gartshore, Thompson & Co., of Hamilton, Ont.

It is probable that active operations will be commenced in this district shortly to develop the large marl deposits and cement manufactories will be established that will be able to supply much of the demand for cement throughout the west. Chas. Sutler, who is the owner of 160 acres of rich marl deposits, about 40 miles southwest of the city, on the Saskatchewan river, has received a communication from some Seattle capitalists who are asking regarding the location extent and quality of these deposits.

At a meeting Saturday, June 6, Ross Bros., Limited organized their baseball team for the coming season, electing the following officers: Hon. president, Fred Ross: Hon. vice-president, J. C. Dowsett; president, J. R. Benson; manager, K. B. MacKenzie; vice-presidents, J. J. Henry and C. B. Bowman; captain, F. H. Drayton; secretary, J. F. McMullen.

CALGARY.

June 15.—During this week tenders have been called for on three very large undertakings. The waterworks committee of the city council have advertised for tenders for supply and construction of wooden stave pipe for the gravity system, about ten miles in length. This includes steel rods, tongues and valves. Each item may be tendered for separately. Tenders close July 3. As the bonds are sold and the money is on the way construction on this huge undertaking may be expected to begin during July. Calgary's gravity system is the largest municipal enterprise ever undertaken between Winnipeg and Vancouver.

The special street railway committee is calling for tenders for supplying and laying rails on nine blocks of the city streets. Eighty-pound rails will be used on the principal streets and sixty-pound on the others. The total length of the railway as laid out by the committee will be 7½ miles, with extensions already outlined for the future. Nine blocks of tracklaying are proposed at once in view of the fact that the public works committee is this week calling for tenders for paving a similar portion of the city. Tenders for bitulithic, asphalt and creosote blocks will all be considered.

Tenders for the new hospital building were opened this week. They were numerous, showing an anxiety on the part of contractors to secure the work. All the bulk tenders were within the estimate of $140,000. The awards will be made next week.

The Salvation Army will this summer erect a maternity hospital in Calgary.

A party of Dakota farmers, principally Germans, have purchased 10,000 acres of land about 50 miles north-west of Calgary and will establish a colony there.

A reduction of 15 cents per hundred in insurance rates has been announced this week by the Fire Underwriters' Association.

The Order of United Commercial Travelers' jurisdiction of the Dakota, Minnesota, Manitoba, Alberta and Saskatchewan, convened in Calgary this week. About 100 delegates from outside points were in attendance.

The monthly report of the superintendent of schools shows an enrolment for May of 2,135 pupils in the public schools and 82 in the high school. The enrolment during the month was 210, eighty dropped out, the net increase being 130 pupils.

A site has been selected by the finance committee of the city council for the $50,000 drill hall to be erected in Calgary by the government. It will be built this year.

Live stock returns show a shipment of 1,781 horses, 20 074 cattle and 771 sheep, of a total value of $967,876, from Calgary last year. Twenty-three farm implement and machine companies have wholesale warehouses in Calgary. These employ one hundred and twenty-five travelers in the province of Alberta. The government creamery at Calgary has manufactured for the last five years an average of 22,562 pounds of butter per year.

It is commonly known that the Canadian Pacific Railway Company have an extensive irrigation system in the neighborhood of Calgary. The magnitude of the undertaking will be understood when it is pointed out that the C.P.R. has $5,000,000 involved in the scheme, and are irrigating an area of 1,500,000 acres.

Calgary's board of trade, at a well-attended meeting on June 12, unanimously instructed the delegates to the Medicine Hat convention of associated boards of trade to press a resolution favoring government guarantee of the bonds of new railways entering the country.

SASKATOON.

June 13.—G. B. Griffith, hardware merchant, of Asquith, met with a slight accident last week.

A new Presbyterian church is in the course of erection at Asquith. The building will cost about $2.500.

Prospects are getting brighter each week for a good building season. The city council has received tenders on the new fire hall and the contract will be let in a few days. Tenders have also been called for on a new city hospital.

Now that the city debentures are sold the board of works are mapping out a plan for the extension of sewer and waterworks. An immense water tower has been built on Nutana hill and pipes are now being laid between it and the power house. The supply will have to cross the new traffic bridge, for which brackets and pipes have been ordered.

A couple of new business blocks has been added to the building list this week. The A. Macdonald Co., of Winnipeg, wholesale grocers, have purchased property on First Avenue for a new warehouse. Negotiations have been going on for some time but this week the deal was settled. Plans are also being prepared for a business block on Second Avenue. There will be two stores on the ground floor and offices above. Just when these buildings will be started is not yet settled. Quite a number of buildings are now in course of erection and all this means a good deal to the hardwareman. Excavating has begun for an addition to Alexandra school on the west side. The builders are well on with an implement warehouse for Soldan & McLaughlin, on Twentieth Street, while several dwelling houses are being completed.

Present indications point to good crops in the west this year. The warm showers of the past week have benefitted the wheat to a marked extent and prospects are bright for a bountiful yield. Farmers are disposing of last year's grain as fast as possible and an average quantity is arriving at the mill each day. The price has been steadily dropping since the first of the month. R. E. A. Leach, of the Dominion Lands Department, while in town a few days ago, remarked that the west should produce one hundred and twenty-five million bushels of wheat this year, and that prices would be good, too, in view of the unfavorable crop conditions in other countries. Thousands of acres are under cultivation more this year than last, and conditions so far have been much more favorable. Farmers coming to town one and all express their satisfaction with the crops generally. A bumper crop means a good deal for the west, for after it is reaped the majority will be in a position to wipe out old scores. Altogether the prospects have a tendency to brighten trade in all lines.

VANCOUVER.

One of the most serious fires Victoria has had, from an industrial point of view, for some time, took place on the evening of the 5th instant, when the works of the Victoria Machinery Depot Company were totally destroyed by fire, involving a loss of $180,000 and throwing 150 men out of work. The insurance amounted to only about $30,000. The origin of the fire is thought to have been from the flare in the moulding room, the precaution of watching the sparks having been overlooked. The works was the scene of a luncheon at noon, given by one of the men who was successful in winning a sweepstake. The company announces its intention of rebuilding at once.

The Board of Works has decided to give both clear cedar and carbolineum-treated fir a trial. Blocks are the favorite pavement material in this city, one reason being that they are manufactured here, but apart from this, the experience with them has been very satisfactory. There are blocks in the city which have been down for fifteen years and though they may be worn somewhat, are practically as good as when laid. The blocks of Australian hardwood are perhaps the best, but as these are very slippery in wet or frosty weather, they do not give a horse any hold if located on a grade. In Calgary the British Columbia carbolineum blocks are also being considered, and it is a question whether they will be used or asphalt. Asphalt in Vancouver has been anything but satisfactory.

The editor of the Hedley (Similkameen) Gazette has the following to say regarding H. B. Meausette, who, with his partner, E. M. Crooker, has recently opened out in the hardware and tinsmithing business in Keremeos: "While this was the first time the editor had met Mr. Meausette, the short conversation revealed so many things in common, that he was no longer a stranger. Mr. Meausette served his apprenticeship in the hardware and tinsmith shop of A. J. Kyle, Wiarton, Ontario, a town in which the editor once published the Wiarton Canadian. Mr. Meausette has been for 17 years in the west, during which time he has plied his craft as a journeyman from Algoma to the coast. In Hedley he ran across an old acquaintance, J. D. Brass. There is certainly room in the Similkameen for a good hardware and tinsmithing establishment, and Mr. Meausette and his partner can be counted on to fill the bill."

Harry and George Littlewood, of Vancouver, have patented a machine for cleaning and removing the outer skin of potatoes or other vegetables of a similar character. The machine may be made in various sizes, suitable for the requirements of a household or for a large hotel or restaurant, in which latter case it may be made to hold a sack

of potatoes and be operated by power. Attempts have been previously made to accomplish this work, but have been generally unsuccessful, but the work done by the Littlewoods' machine is expeditious and leaves the surface of the potato clean and smooth. The machine consists of a cylindrical chamber within which the potatoes are placed, and which is rotatable within a vessel filled with water. The rotatable chamber is sparred and lined with perforated sheet metal,, the metals of the perforations being inwardly directed to form an abrasive surface. The rolling of the potatoes round the chamber against the abrasive lining and against one another effectually cleans them and removes the outer skin, and the entire charge is thus prepared for use in a surprisingly short time, leaving only an occasional eye to be removed by hand.

The era of big steel and cement construction is to hand in Vancouver. Several buildings of this nature are now under construction, notably the new structure for the Canadian Bank of Commerce, the Pioneer Laundry, the Federal Building and the new courthouse. Some of the proposed constructions are the building to be erected by the Canada Life next year, the one by the Imperial Trust Company, for which the permit has been secured, and now another is mentioned by a party of American capitalists who were in Vancouver this week. The party comprised W. S. Eames, president of the American Institute of Architects of St. Louis; James W. Black, president of the James W. Black Construction Company, of St. Louis, and Isaac T. Cook, also of that city. Mr. Eames stated that he believed this city was at the stage when a fifteen-storey office building would pay, and when the party returned in August the plans would have been formulated.

The resumption of work in the mines has been commented on in former letters, but every week further news is coming to hand of increasing activity in this industry. This bears so close a relation to the hardware and metal trade, that information of mines starting work again is good news. It means a general picking-up of trade, and good business for the iron manufacturers for machinery is a big item in mining operations. Apart from instances in resumption, might be mentioned the visit here of Baron de Silans and Mr. Auduy, the latter president of the Societe Marseillaise du Klondyke of Paris. They are out to look into a big mining proposition, and if favorably impressed, a large amount of money will be invested.

The Commercial Travelers' Convention, which was held in Vancouver last week, will mean much to the Canadian west, both from a commercial and social point of view. Fortunately the weather was ideal and every arrangement was carried out. The visiting drummers were able to see what a commercial centre this city is, and were able to appreciate the hearty reception tendered them by the Canadian people. To the local committee all praise is due, for they spared no effort or expense to make the convention a success, and the visit of the outsiders a pleasant one. That they were thoroughly successful is shown by the enthusiastic way in which the whole affair passed off and the generous entertainment accorded will not be lost.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESSES WANTED

WANTED—Thriving hardware business in good town or city, stock from five to twelve thousand dollars, in exchange for 7% preference stock in a high class, clean cut manufacturing business in Toronto. A good man would be given responsible position in office or charge of sales department at a good salary. Apply Box 722, HARDWARE AND METAL. [25]

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware and coal business in one of the best towns north of Toronto. An A1 opportunity for anyone looking for an established business. Will sell hardware without coal, if desired. Apply to Box 726, HARDWARE AND METAL, Toronto. [26]

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Hardware salesman, to visit jobbers only in Ontario and Quebec. An A1 position for a man of ability and experience. Give definite information as to age and references at once. Box 728, HARDWARE AND METAL, Toronto. (25)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—Position as foreman tinsmith and plumber. Box 724, HARDWARE AND METAL. (25)

HARDWARE TRAVELLER, with good connection west of London, open for position July 1. Either on road or as manager of retail store. Box 727, HARDWARE AND METAL, Toronto. (26)

WANTED—Position as clerk, 12 years' experience in builders' and general hardware. Good reference; total abstainers. A. H. Melvill, Bear Line, Ontario. (25)

A POSITION of responsibility, with wholesale house preferred, by man of twelve years' practical experience in general and builders' hardware, both indoors and as travelling salesman and at present engaged with one of principal wholesale houses in Canada. Can be at liberty July 18. Box 729, HARDWARE AND METAL, Toronto. (25)

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

CANADIAN MACHINERY and Mfg. News, $1.00 per year. The only mechanical paper published in Canada; every foundry and manufacturer of hardware lines; or of anything made of metal, should receive this publication regularly; sample copy sent on request; condensed advertisements for "Machinery Wanted" will be inserted free for subscribers to "Hardware and Metal." "Machinery for Sale" advts. one cent per word each insertion. CANADIAN MACHINERY, 10 Front St. East, Toronto.

KEEP POSTED—The leading authority in Canada on Groceries and Food Products is THE CANADIAN GROCER. Important trade conditions generally discussed every week. Price $2 00 per year.

MENSURATION
FOR
Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects 70 Figures

Price 50c., Postpaid

All orders payable in advance)

MacLean Publishing Co.

Technical Book Department

10 Front St. East, - TORONTO

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, June 19, Room 511, Union Bank Bldg, Winnipeg.

There are few changes of interest i n the local market this week. Business continues to show some slightly increase d activity, and there is a disposition to "stand pat" on all prices. Every indic ation points to the harvesting of the biggest crop on record, and there is a feeli ng of confidence abroad which was lacking for some months. Except for a decline in coil chain, there are no quotable changes of interest.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

Wire Nails—$3 Winnipeg, and $2.55 Fort William.

Cut Nails—Now $2.90 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—$1.75. 100 sq. ft.

Coil Chain—¼. $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 p.c.

Hooks—Brush, heavy, per doz., $8.75; grass, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., $9.25; 7-in. $10.

Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70,; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wringers—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14¾c. British manila, 11¾. Lath yarn, 10¾c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, $3,75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American 10 p.c. advance. Primers, $1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled. English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5. Bar iron, $2.50. Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Pig Lead—$5.50. Lead pipe, $7.

Sheet Zinc—Casks, $8; broken lots, $8.50.

Copper—Planished copper, 29½c per pound; tinned, $26½c.

Iron Pipe—Black pipe ¼ in., $2.50; ⅜ $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼ $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52.00; 5, $58.00; 6, $75.00; Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, 30.50.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.-65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.-60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box, $13.-50; ½ box. $7,

Terne Plates—I.C. plates, $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8-inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder,59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45: Eocene, gal., 24c; case, $2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasolene, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand, bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 74c. Linseed oil, raw, 65c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

June 19.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 5o p.c.

Horseshoes, M.R.M., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.-95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, $3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, $1.85, 100 sq. ft.

Shovels, first grade, $11.55; fourth grade, $7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, $9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, $8 doz.

Wringers, Royal Can., $38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manille, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Linseed Oil—Boiled, 72c; raw, 69c per gal. in barrel lots.

Ammunition—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

White lead, pure, $7.65 per 100 lbs.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

Ross Bros.
LIMITED

WHOLESALE HARDWARE

Edmonton, Alberta

SPECIAL ATTENTION
—GIVEN TO—
MAIL ORDERS

Get our quotations before ordering elsewhere

COLOMBIA'S HARDWARE IMPORTS

F. Stonge, in reporting on trade condition in Colombia, South America, writes. Hardware from Birmingham is not as well introduced in this market as it should be. Many orders for cheap goods of inferior quality are still placed in Germany, but the better class of hardware comes mostly from the United States and has done so for many years. For example, the American machete, an article in almost universal use, holds the market. American tools are lighter in weight than British, which is no small matter for the importer. Barbed wire for fencing, for which there is a large demand, comes almost entirely from the United States. Enamelled hardware comes from Germany, as the quality required is inferior to that made in the United Kingdom.

School Heating Repairs, Economical Heating and Perfect Ventilation for School Buildings

This is the time of year that Boards of Education are planning school repairs. Why not introduce the

Pease Economy Steam Heater and Ventilator

to your local School Board? It is an absolutely unique and thoroughly practical apparatus to provide perfect heating by direct steam and proper ventilation by pure tempered air to large buildings, at a saving of 1-3 in fuel expense. Scores of school buildings in progressive districts are now equipped with it; and the results in these schools prove its thorough efficiency, perfect safety, and downright economy beyond the shadow of a doubt. Moreover, the children attending these schools are far healthier than they could possibly be under any less adequate system of heating and ventilation. Write us today for a description of this system. It's time for you to approach the local Educational Board on the subject. It has paid many other dealers well, and it WILL PAY YOU, TOO.

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Heating and Housefurnishings

ORGANIZE TO PUSH FURNACES.

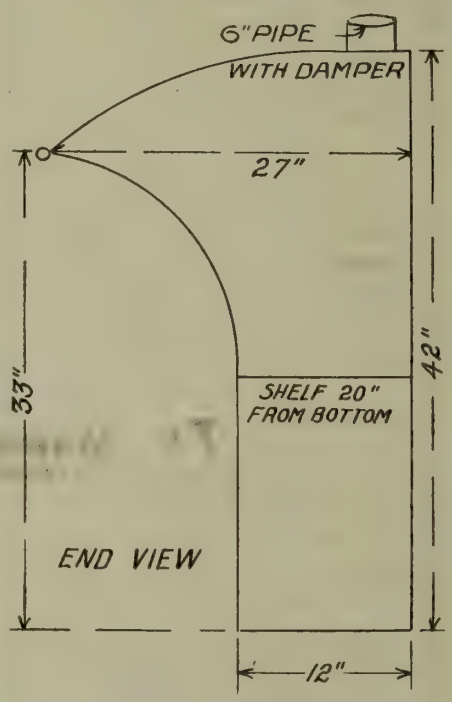
Improved conditions in all branches of furnace heating business are assured through the action taken by furnace manufacturers at a meeting held in New York last month, when a national organization of furnace manufacturers was formed under the title of the Federal Furnace League, the executive committee of which was charged with the duty of preparing a furnace book for architects and a furnace book for furnace men. These books and other literature will be carefully distributed, and an advertising campaign conducted to advance the interests of furnace heating and to co-operate with the committee of the National Association of Master Sheet Metal Workers.

Uplifting the Furnace Business.

There was a unanimous expression of belief that the time was opportune for pushing an educational movement regarding furnaces and time and money for the work were offered; an acknowledgement of the necessity of better installation of furnaces; the view that funds for a long advertising campaign should be provided; the opinion that manufacturers had foolishly forgotten to provide in the selling price a margin needed to keep the furnace system advertised and before the people; an attitude that it was a question of how much each manufacturer would be willing to pay and do in carrying out the uplifting scheme; a general agreement that the work was worthy and should be taken up in a businesslike way, and that manufacturers should more fully realize their part in the work and not neglect it; that furnace men generally should be encouraged and instructed to do high-class work; that the architects needed potent influence brought to bear upon them as they were largely the cause of the poor work of installation generally done; that through the apathy of the friends of the furnace, architects had been allowed to become wedded to other methods of heating; that its enemies had basely maligned an excellent, sanitary method of heating; that the furnace system through its continual supply of fresh air was the ideal method of ventilating as well as of heating; that advertising would double the demand for good furnace work; that if the furnace system had not the merit of being the best method for heating homes, it would have been so dead from abuse that its resurrection would be impossible; that a uniform specification and contract was needed to help the architect; that specific rules for determining the size of furnaces, pipes and stacks were needed; that instruction on the best methods of connecting horizontal and vertical pipes and stacks was necessary; that deeper studs were needed to permit the use of partition flues of sufficient size to let the furnace do its work; that furnaces should be rated by the number of square inches of pipe area they will fill, and that above all the attention given to architects must be of sufficient influence and force to secure consideration for the furnace system of heating and a revolution of architects' methods in providing for furnace heating systems.

KITCHEN RANGE HOODS.

A correspondent in the American Artizan contributes a sketch of a shape for a hood that he has made for gas ranges. The dimensions of the shape are indicated in the sketch. The canopy has been found to work very satisfactorily where the pipe can be connected to a flue with a good draft. Hoods can be made with a hipped top, but they do not work any better than this one. Besides they are not as easy to make.



Kitchen Range Hood.

ACKNOWLEDGING REPAIR ORDERS

Mailing acknowledgments of repair orders is a practice that has been adopted by the Standard Stove Repair Company, Philadelphia. When an order is received for stove or heater repairs a post card is sent to the dealer letting him know that the order has reached its destination, and giving him some idea what progress is being made with his order, and just when the goods will go forward. As giving an idea of the wording of the card the following is a copy of it:

Stove and
Heater Repairs
of all kinds.

Philadelphia,.....190

We acknowledge receipt of your order ..... of ..... which will have our best attention. It has been entered for shipment and will go forward.....

Thanking you for the order and trusting we may receive your future business, we remain,

Yours very truly,
Standard Stove Repair Co.

CONTRACTS SECURED.

The James Smart Mfg. Co., Brockville, Ont., have been awarded the contracts for heating and ventilating the two Niagara Falls schools recently constructed, using the Kelsey System. The Kelsey System is now heating and ventilating over 300 Canadian churches and schools, as well as thousands of residences. There have been over 33,000 Kelseys sold in Canada and the United States.

EARTH FIRE IN ENGLAND.

A burning cliff which recently aroused fears of a volcano explosion at Lyme Regis, England, has called renewed attention to a kind of earth fire not connected with volcanoes, of which a few earlier examples have been known. The phenomenon was observed nearly 20 years ago in another cliff of shale about 3 miles from the same spot, and still earlier, the smoldering fires in a cliff of dark blue clay on the eastern side of Weymouth Bay attracted much attention. The primary cause of such outbursts seems to be the oxidation of iron pyrites, which is often abundant in shales and dark clays. The heat generated may become sufficient to set fire to some of the sulphur distilled, yielding smoke and sulphurous fumes, and the bitumen of some shales may add other inflammable material. A British geologist suggests that spontaneous combustion in the latest case has been directly due to the effect on the decomposing pyrites of extreme atmospheric changes, the heavy rains that have followed a fairly hot summer, or possibly to the action of the sea.

FIRMS AMALGAMATE.

F. R. Oliver, Smith's Falls, Ont., has purchased the Perrin Plow Works, of which he was manager, and will amalgamate them with the Rideau Stove Co., of which he is one of the owners, under the name of the Perrin Plow & Stove Co. The works will be run to their full capacity and will give employment to a large number of men.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show th t they are in the trade.

Steam Lubricator.

The Penberthy Injector Co., Windsor, Ont., has issued a neat little booklet descriptive of the recently-patented "Penberthy Steam Lubricator," which should meet the wishes of engineers who have been looking for a strictly high-grade made-in-Canada steam lubricator. The company's twenty-five years' experience in the production of brass goods is a guarantee that the new lubricator will find favor with engineers. A great many features are incorporated in this new Penberthy production—its simplicity and thoroughness of construction; reduction in number of working parts: disc-shaped gage and sight-feed glasses, and many other striking points. A copy of this Penberthy booklet will be sent on request.

A New Spring Door Hinge.

The "Champion" all steel double-acting spring door hinge, made by the Standard Mfg. Co., Shelby, Ohio, secured to the lower corner of the door, with floor plate on surface of the floor, allowing the door to swing both ways, is described in the catalogue issued by the firm, and for which inquiries are invited. The firm promise to supply with the first order of a dozen "Champions" a full-size, neat-working mounted model of the hinge.

Gurney's Imperial Oxford.

The Gurney Foundry Co., Toronto, is this year again pushing Gurney's Imperial Oxford range, which is so "different" from the range of ten years ago. Some of the improvements noted in their advertising matter include: Removable nickel, lift-up hearth, reversible grate, division flue strip, non-warp covers, removable fire linings, oval fire box, and tasteful and beautiful finish. The company will send a catalogue to any dealer on request.

A Gift Catalogue.

Rice Lewis & Son, Toronto, recently issued a 24-page and cover catalogue for distribution amongst their retail customers, each page containing minature engravings, printed descriptions and prices of cutlery, brass goods, silverware, table furnishings and cut glass. Distribution was made to a select list of the most well-to-do people in the large towns and cities throughout Ontario and the firm claim results have been exceedingly satisfactory. Customers of the wholesale department in the towns in which business was sought were protected by being supplied with catalogues from which they could sell goods at list prices on which there was a stated discount.

Eleven Expert Chemists

with a large staff of assistants are working in the various paint and varnish works of The Sherwin-Williams Co. These eleven men are busy all the time, testing raw materials for purity, experimenting with new formulas and improving old ones, trying to make every Sherwin-Williams Paint and Varnish Product the very best for its purpose that human ingenuity can produce. That is one of the reasons why

SHERWIN-WILLIAMS PRODUCTS

always give such good satisfaction. It is one of the reasons why the demand for Sherwin-Williams Products throughout the Dominion is so large. The established demand and prestige which go with a Sherwin-Williams Agency, together with the strong advertising and personal helps we give our agents, makes this one of the most attractive agency propositions on the market.

We want an agency in every town, village and hamlet throughout the Dominion. Write us for particulars.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

371

"METALLIC" CORNICES

So neatly and accurately made they are very easily erected.

Any architectural design supplied promptly.

If you want one for your own building or for your customers—it will pay you to write us.

We know how—and—we make them right.

23 YEARS' EXPERIENCE

The Metallic Roofing Co.
LIMITED
Manufacturers
Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Rainer (Ont.) Lumber Co. will begin at once the erection of a saw and lath mill.

A windstorm did $10,000 damage to the Standard Chain Works, Sarnia, Ont., last week.

The C.P.R. car shops at McAdam Jct., N.B., will close down temporarily on June 22.

The new R. M. Ballantyne, Ltd., factory, Stratford, Ont., is being rushed to completion.

Three furnaces at the B.C. Copper Co.'s smelter at Greenwood, B.C., are now in operation.

Work is being pushed on the new carbide storehouse at Merritton, and a railway siding is being put in.

Before the end of June the $500,000 Silliker car-building plant at Halifax, N.S., will employ 350 men.

The Empress Mfg. Co.'s building in Vancouver was damaged to the extent of $70,000 by fire last week.

The open hearth and blast furnace of the Nova Scotia Steel Plant, Sydney Mines, C.B., has been closed temporarily.

The Philadelphia (Pa.) Lubricator & Manufacturing Co., has been looking for a site in Peterboro on which to locate a branch factory.

The Dominion Iron & Steel Co.'s plant at Sydney, C.B., is now running twenty-four hours a day. The 1908 output is expected to be double that of any previous year.

Commissioner of Industries Thompson, of Toronto, says a large Chicago metal firm will soon establish a branch at Toronto as a result of the foundrymen's convention.

The Dominion Iron & Steel Co., Sydney, N.S., is shipping three vessel loads of steel rails for the C.P.R., Canadian Northern and G.T.P. Each vessel carries 6,000 tons of finished steel, and arrangements have been made to load 12 steamers with rails during the next two months for lake points. The 1908 output is expected to double that of any previous year.

Municipal Improvements.

A $7,500 sewerage system is proposed for Mimico Industrial School.

Elmira, Ont., may spend $25,000 for the extension of the waterworks.

Galt ratepayers will vote on a by-law to issue $50,000 for the purpose of constructing a sewerage system.

A general sewerage system is proposed to be constructed in Stadacona and Lairet Wards, Montreal.

St. Louis, Que., Council will submit a by-law to the ratepayers for the purpose of laying water pipes to cost $180,000.

Arcola, Sask., ratepayers will vote on a by-law to issue $60,000 for the purpose of providing a water supply and a waterworks system.

Building Notes.

A. $30,000 school will be built in Regina, Sask.

A. $15,000 school will be erected in Whitewood, Sask.

A new $12,000 Separate School will be erected in Hamilton.

West Toronto will spend $5,000 on the building of a new fire hall.

A new five-storey apartment house is likely to be built in Victoria.

A $100,000 Y.M.C.A. building is proposed to be built in Halifax.

Tenders for five new schools are called for by the Winnipeg School Board.

Presbyterians will build a new church in New Edinburgh, near Chatham, Ont.

A $15,000 clubhouse for the Parkdale Club will be erected on Queen Street West, Toronto.

The Northern Bank contemplate erecting a new business block in Red Deer, Alta., next year.

The Metropolitan Bank will erect a branch bank at Danforth and Broadview Avenues, Toronto.

Four of Toronto's Public Schools will be enlarged during the summer vacation at a cost of about $75,000.

Owen Sound has passed a by-law for $11,000, to be spent on additions to be made to Boyd Street School.

Oak Bay, (B.C.) Council has passed a by-law to raise $10,000 for the purpose of building a new school.

Love Bros. and G. A. Weismiller will erect blocks of houses in Toronto, valued at $18,000 and $14,000 respectively.

Yarmouth, N.S., school trustees have decided to rebuild the Paddon's School on Yarmouth Heights at a cost of $5,000.

The building permits issued in Toronto for the week ending June 13 totalled $165,800; nearly all dwelling-houses.

On June 26, Meaford ratepayers will vote on a by-law to raise by way of loan an additional $5,000 for the erection of a new town hall.

The ratepayers of Lansdowne, Man., will on June 26 vote on a by-law to issue $2,000 11-year installment debentures, for the purpose of erecting and equipping a schoolhouse.

Railway Construction.

The C.P.R. has opened its Toronto-Sudbury line.

Foley, Welch & Stewart are subletting their contract on the G.T.P. east from Prince Rupert, B.C.

St. Thomas City Council propose extending the street railway to Port Stanley, a distance of nine miles.

The Minister of Railways and Canals has pointed out the need for double-tracking the I.C.R. from Moncton to Halifax.

C.P.R. engineers are surveying a line from Tilley, Alta., on the main line near Calgary to a point on the C. & E. road near Crossfield, in the irrigation district, a distance of 200 miles.

Companies Incorporated.

The Anchor Screw Co., Ltd., Toronto, capital, $200,000; to manufacture screws, nails and bolts, etc. Directors, W. Johnston, R. Worth, G. A. Gauthier, Louise M. Johnston, all of Toronto.

The Colonial Novelty Mfg. Co., Ltd., Montreal, capital $5,000; to manufacture can-openers. Directors, H. J. Cassard, H. Stewart, C. C. Cottrell and Mary Graham, all of Montreal.

The Howell Hardware Co., Ltd., Goderich, Capital $40,000; to conduct a wholesale and retail hardware business. Directors, M. W. Howell, Elizabeth McKenzie and Mary E. Howell, all of Goderich.

The Standard Horse Hitcher, Ltd., Toronto, capital, $50,000; to manufacture hardware specialties. Provisional directors, G. W. Morse, Ida M. Clyde, Sarah A. Clyde, Ethel M. Wilson, J. Green, all of Toronto.

M. Walsh & Co., Ltd., Montreal, capital $75,000; to carry on plumbing, locksmith and general metal workers' business. Directors, Helen Walsh, J. E. Walsh, C. S. M. Brown, J. A. Cameron and W. J. White, all of Montreal.

The Hamilton Tube Co., Hamilton, capital, $50,000; to manufacture tubing of every description. Provisional directors, J. L. Sharkey, A. Monae-Lesser, New York City; G. A. Martin, Pittsburg, Pa., and E. H. Ambrose, Hamilton.

Canadian Smallwares, Ltd., Toronto, capital, $75,000; to manufacture metal and wooden smallwares. Provisional directors, T. B. McQuesten, Lillian M. Heal, Ada M. Duncan, A. Singer, Ida V. Williams and J. R. L. Starr, all of Toronto.

CUTTING IN CEMENT PRICES.

Cutting in the price of cement has been going on in Ontario, due to the lower freight rates from the United States, where the cement industry is said to be in a more or less demoralized condition, due principally to the recent financial depression, with the consequent ultra conservative feeling among builders and investors. Their own market suddenly letting up its demand for cement, the United States makers of cement naturally looked about for a new selling territory. The United States railways, to help their freight business and to aid their customers, were willing contributary agents—for the railways, too, were hit hard during the past winter—and they quoted low rates to points near the Canadian border. A couple of these United States roads cross southern Ontario between the Niagara and Detroit rivers and the rates given in the U. S. to induce business were extended to apply to Ontario as well. The Michigan Central especially, it is said, has been active in quoting a through rate on American cement to Canadian points on its line. That road

Anvils and Vises
Machinery Steel
Wire Rope

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

is bringing in at the present time Lehigh Valley cement at a through rate of 11¼c per hundred pounds, which cement, after paying the 12½ per cent. duty, can be laid down and sold at any Ontario point touched by the road for $1.70 to $1.75 per barrel.

The Canadian manufacturers have been forced to meet this price in the territory affected, which is that section of Ontario below a line drawn from Hamilton to Sarnia, although they are at a disadvantage by not having a through rate. Outside this territory the United States makers and roads cannot compete. For example, while cement is sold in Hamilton, London, Sarnia and other points in that section of Ontario where competition exists at from $1.70 to $1.75 a barrel (in large lots only, of course), $1.80 can be got for it in Toronto, because the American roads cannot lay cement down in that city for less than $1.84½, so that Canadian cement men, although they can get $1.80 in Toronto, must pay the extra freight charges, to, say London, for the privilege of selling for ten cents less.

The meat of the matter seems to be this, that whereas American roads are willing to and do give a low through rate of 11¼c per hundred to their customers, the best the Canadian manufacturer can do is to obtain a commodity rate from the Canadian roads, this commodity rate averaging about 18c per hundred, although a much higher rate is known to be charged to certain points. Here, then, is a matter that might profitably be taken up by the transportation section of the Canadian Manufacturers' Association in their dealings with the railroads and with the Railway Commission.

The cement industry in Canada is now one of gigantic proportions, and millions of dollars are invested in it. Since 1901 the production of cement in this country has increased from 317,066 barrels to 2,336,593 barrels, an increase of 568 per cent.; and during the same period the capital invested has increased from $891,959 to $8,625,240, a gain of more than 850 per cent.

What seems to have put new life into the rumor of price-cutting is the report that Americans are supplying to the Goderich Harbor Works cement at less money than the Canadians can do. If Americans are supplying dry cement at Goderich they are taking it in by water, for Canadian makers say they can lay cement down in Goderich by rail at a lower price than can United States manufacturers.

Hammer the Hammer

The Iver Johnson isn't a bomb—it's a revolver. It goes off only when a revolver should—when you pull the trigger. You can drop it, strike it against table corners, or hammer the hammer, with perfect impunity. But the instant that you do pull the trigger in earnest you will find the Iver Johnson a quick, sure, straight shooter.

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. Advertised in all the big magazines and sportsmen's periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

TRADE MARK

White Lead

To painters the word "Tiger," when applied to White Lead, means an article that has always stood for the best to be had in this line.

"Tiger" White Lead is absolutely pure, being made from the best pure White Lead and Linseed Oil. Contains no adulteration whatever, and can always be relied upon to be up to the standard.

Every package bears the guarantee of the White Lead Association of Canada.

The Montreal Rolling Mills Co.

Electrical and Lighting

Some of the Latest Inventions and Novelties Being Placed on the Market.

Electrical supply houses seem to be more busy than ever they were. The majority of the new residential houses being built are wired for electrical light, and this naturally inclines the new tenant to dispense with gas, while there is no decrease in the erection of those large business and industrial premises which carry with them such large contracts for the electrical houses. The changes which are taking place in the metallic filament lamp, the improvement in the metals used, and the alterations in the construction of the lamp itself, make renewals a large branch of the electrical work now being done. The development, too, of electrical heating, the inventions constantly being put upon the market, and the enlargement of the scope for electrical power give a stimulation to the electrical trade. In the words of a prominent electrical expert, "there is a great future for electrical supply houses, and for the hardwareman who makes electrical sundries a part of his business. We have only just commenced to touch the opportunities that this wonderful power affords the people of to-day, and with the present rate of development a few years will see a marvellous change in universal lighting and heating. If a man keeps in touch with the progress now going on he will find it most profitable."

Duncan Lamp Guard.

Among the several inventions put upon the market lately, the Duncan lamp guard has become prominent owing to the many good points it possesses over similar articles previously introduced. This lamp guard is manufactured by the Duncan Electrical Co., Montreal, and is stamped from sheet steel and strung on spring steel wire rings thereby inspiring maximum strength and minimum obstruction to light. A great point with these guards is that they are not fastened to the glass lamp but to the socket, so that there is no fear of any shock from escape of current. The Duncan Electrical Company are also constructing a special lock with some of their guards in place of the ordinary steel latch. This lock is a kind of screw with a small head requiring a special wrench to open it. With the valuable filament lamps now coming it, a special guard is required against robbery, and this is where the lock becomes most valuable, besides, of course, as in the other guards, minimizing the chances of broken lamps. The Duncan guards are made in all styles to fit any socket.

Electric Wind Indicator.

An ingenious device to detect the direction of the wind while within a building has been placed upon the market. It is electrically operated. On the roof of the premises, or some other convenient point, is placed a weather vane of the usual pattern mounted on a short pedestal. At the base of the pedestal sixteen electrical contacts are spaced equidistantly in a circle. The lower end of the axis upon which the vane itself is carried has a small contact piece which revolved synchronously with the vane, and establishes connection with one or th other of the contacts. From this pedestal extend seventeen wires—one the return wire for completing the electrical circuit—to the wind indicator placed in the most convenient point within the building, such as the entrance hall or public room. This indicator resembles a compass boxed at sixteen points around its periphery with small incandescent lamps, each of which corresponds to one of the contact pieces in the weather vane pedestal on the roof. If the wind is blowing from the north-west, for instance, the vane assumes that position, and the electrical contact in the pedestal corresponding thereto is established, lighting up the lamp indicating north-west on the compass within the premises. Directly the wind changes its direction the fact is immediately communicated to the indicator board. The device is small, compact, strongly made, and the consumption of current is very small. It is a device which should prove very useful for hotels, clubs and other similar institutions where so much of the enjoyment of the inmates depends upon the favorable direction of the wind.

Gas in Bottles.

News has come from New York that gas in bottles will soon ascend the dumb waiter shafts of New York houses if the plans of a syndicate which recently has been formed are put into execution. This gas is the invention of a German chemist named Blau and it is stated that German companies have been carrying Blau gas tanks for several years. It has the brilliancy of an incandescent lamp, and on account of its purity can be conducted through very small tubes. The gas can be packed up in cartridges, for instance, five inches long and an inch thick, and can be inserted in a lamp, burning steadily for twelve hours. The steel cartridges are not expensive and it is stated that enough Blau gas can be bought for ten or fifteen cents to keep a lamp burning for several nights. The further progress of this illuminant will be watched with interest, for if it turns out to be as good as the syndicate state, the price of gas should be revolutionized.

One of the latest developments arising from the struggle between gas and electric light for supremacy has been the devising of the high pressure system for the former illuminant which in conjunction with the incandescent mantle yields an exceedingly powerful light at a low cost. This high pressure system has now been carried to a further degree. The gas is compressed for the supply to the burner by means of a simple machine driven by the waste heat of the lamp transformed into electric energy. The result of this device is that each lamp is replete with its own compressing apparatus instead of being dependent upon some central compressing station as is the case with the present high pressure system. The light derived from this new invention is said to be very powerful, while economical in gas consumption, and occupies very little space

Gas From Gasolene.

The Incandescent Lamp Company, Chicago, are manufacturing a lamp which makes its own gas from ordinary gasolene producing an incandescent light through the medium of a mantle. It is said to run eight hours at a cost of less than one cent. It is claimed that there is no lamp now upon the market like it, as all other lamps for the same purpose have to be hung from a ceiling, and cannot be moved around at will as is the case with the present lamp. The makers state that the lamp will supersede kerosene oil lamps as it does away with the smoke odor, constant cleaning of chimneys and trimming of wicks.

SEARCHLIGHT MIRRORS OF METAL

Glass mirrors for the searchlights of battleships are liable to break and the silvering at the back often blisters, but the attempts to substitute metal for the glass seem to have been unsatisfactory until the electrolytic process of Sherrard Cowper-Coles, the British metallurgist, overcame the difficulty of making true parabolic mirrors of metal. By this method a thin reflecting film of silver is first deposited on a convex glass mold, then copper is deposited on the back until this is sufficiently strengthened. Such mirrors have come into extensive use, but an improved type, in which alternate gold and silver bands make up the reflecting surface, is now claimed to give a more penetrating beam of light.

A new application of the Cowper-Coles process is to the making of metallic wallpaper. This is made in continuous rolls of copper and contrasting metals, either with or without a paper backing, and can be given the texture of the finest fabrics, with beautiful colors and effects. It is specially adapted for railway carriages, cabins and damp walls. It is claimed to be damp-proof, fireproof, economical, and far more sanitary, artistic and durable than any other decorative paper applied to walls and ceilings.

HOW SULPHUR IS MINED.

Sulphur mining in Louisiana is effected by driving a well down into the earth to the deposit, melting the sulphur by means of superheated water, and then raising the liquid sulphur to the surface with an air-pump. The temperature of the water employed is 335 degrees F. The sulphur obtained is 99 per cent. pure and requires no refining.

News of the Paint Trade

ENCOURAGING THE PAINT TRADE.

In an address before the Memphis Business Exchange recently, John Marples, speaking of the popularity of paint in America, said that that country was far from being the best painted nation on earth. "If you had visited with me," said Mr. Marples, "the countries of England, France, Germany, Holland, Belgium, Norway, Sweden, instead of counting America as a half-painted nation, you would discount that by another twenty-five per cent.

"Now, this is the work I would plan out for the paint manufacturers of the United States, and if I were you, I would follow in the footsteps of other progressive painting contractors in the various parts of the country, and saddle upon the shoulders of the manufacturers of paint the responsibility of educating the American people to the necessity of preservation and beauty by paint, and to see that the campaign is carried on until you and I and all of us shall be swimming in oceans of work and revelling in an abundance of well earned and legitimate p

"And, earnestly, this can be done; in fact, it is being done to-day—thousands upon thousands of dollars are spent yearly by our large paint manufacturers—some more than others—with the avowed object of creating in our people this desire to protect and beautify their property by the use of paint, and it behooves you, gentlemen, to remember that every time you see any effort by anyone to promulgate the use of paint, that effort is along the line of creating a desire in the minds of the public to paint up, no matter who derives the direct monetary benefit, or who gets the immediate profit.

"A broad, liberal-minded policy on your part should welcome at all times anywhere and everywhere, by anybody and any firm, any attempt to make paint and painting a more urgent necessity in and around every home, big and little, in this country.

"It would be conclusive evidence to you that the manufacturer was doing his share of the work when you see him spending his money liberally on an exhaustive publicity campaign, and such manufacturer should receive from you (in proportion to the zeal in the cause) not only your unqualified endorsement, but your heartiest support.

"In the field of advertising and general promotion, there is a wide range of opportunities to spend money; there is also a variety of opinions among advertising experts as to the best methods to employ to bring about the desired results. The subject of advertising and promoting paints is occupying the minds of some of our best advertising authorities to-day."

HOW PAINT BROUGHT SUCCESS.

How the judicious use of paint brightens up and rejuvenates a business is told by an exchange in relating the case of a merchant who won success through paint. He was a pushing young man who believed in "putting the best foot forward," and so when he bought out the store of a man who had grown stale in the business he determined on a number of reforms. The stock was carefully re-sorted and put in order ; the interior of the store was re-arranged and brightened up, and then the exterior was given attention. A dull and gloomy store front is not conducive to attractiveness in any line of business, particularly in the paint business. So the new proprietor determined to revolutionize appearances on the outside.

His capital being limited, the young man did the best he could with paint. He might have used gold leaf and similar decorations, but that was out of the question ; and it is exactly to the point that he accomplished as much to all intents and purposes with ordinary paint as he could have done with more expensive materials. He repainted the front and hung up a new sign, all at the cost of a few dollars, but the effect was magical. The new store front made the place look like a new store. Customers stopped and gazed in astonishment at the changed appearance and then stepped in and looked around and bought. The new front and the new window display brought them in, and the salesmanship of the proprietor and his clerks did the rest. But the point is that without the paint the aforesaid salesmanship never would have had a chance.

People like three things in the appearance of a store—cleanliness, neatness and prosperity. The judicious application of paint gives the store front all these at small cost. It is not a matter of spending much money recklessly but of spending little money judiciously.

PAINT NOTES.

W. G. Smith, painter and paperhanger, Clinton, has assigned.

Marier & Tremblay, painters, Quebec, have been registered.

Art Laurin & Co., painters, Montreal, have been registered.

Valentine & Guilbault, painters, Montreal, have been registered.

If you wish to cultivate the kind of customers that make paint selling profitable, you can do so by stocking

FLOORGLAZE ENAMEL.

Particular customers who will pay for and appreciate a good article are looking for it.

While designed particularly for Floors, it can be used with splendid results for any kind of painting. **In 10 Shades.**

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

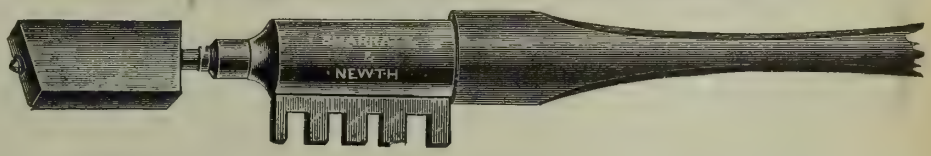
TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Paint and Oil Markets

MONTREAL.

Montreal, June 16.—Paint and oil shipments are moving along with a swing but as the factories have not been accumulating heavy orders as in previous seasons, there is no difficulty in keeping up with the shipments. It is noticeable that while the orders are extremely numerous, they are light in weight, showing the tendency throughout the country to order cautiously.

Turpentine—Turpentine is unchanged locally. The demand is extremely active, but this article fluctuates so much that very little dependence can be placed on the price. We quote turpentine at 63c for single barrels.

Linseed Oil—A heavy turnover is being experienced, the demand from manufacturers of liquid paints being very active. Decorators and painters are also free users. We continue to quote : Raw, 1 to 4 barrels, 51c ; 5 to 9 barrels, 50c; boiled, 1 to 4 barrels, 54c ; 5 to 9 barrels, 53c.

Ground White Lead—Some of the grinders report that it is difficult to ship promptly all the orders that are pouring in, while others state that they are not anxious to sell at the price now obtaining. We quote, Government standard, $5.65 ; No. 1, $5.40.

Red Lead—Despite the low prices prevailing in ground white lead, jobbers in red lead, owing to a brisk market, with light supplies, have been able to keep quotations up. However, the demand is not so keen now and red lead shows an easing tendency, local prices being cut 50c per 100 lbs., We now quote : Genuine red lead, in casks, $4.75 ; in 100-lb. kegs, $5 ; in less quantities, at $5.75 per 100 lbs.; No. 1 red lead, casks, $4.50 kegs $4.75, and smaller quantities, $5.-50.

Varnishes—It is noticeable as the summer advances that the call for quick-drying varnishes is more apparent. House and furniture varnishes are all meeting with a ready sale, and the higher grades of piano and carriage varnishes show a moderate improvement.

Paris Green—There has been a strong demand for paris green, especially from Ontario, where the hot weather seems to have brought out the potato bug.

White Zinc—Trade is fair with prices unchanged : V.M. Red Seal, 7½c : Red Seal, 7c ; French V.M., 6c ; Lehigh, 5c; White zinc, ground in oil, pure, 8½c; No. 1, 7c ; No. 2, 5¾c.

Putty—Putty is quiet, and no great improvement is expected for some time. Prices are unchanged at : Pure linseed oil putty, bulk, 800-lb. cask, $1.75 ; in 25-lb. iron drums, $2.05 ; in 25-lb. tins (3 in a case), $2.15 ; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, June 19.—A normal business is being done this week in all lines and some of them are going particularly well, especially is this so of ready mixed paints, Paris green and white lead. Prices remain practically unchanged. Repeat and sorting orders are coming in fairly well. Turpentine is still down and oil, too, is low in price, though the latter is expected to firm up any day. Orders continue small, but they are numerous enough to keep jobbers busy.

Turpentine—Quotations remain as last week, at 62c, though some jobbers are asking 63c for single barrel lots and one firm is offering to sell at 60c. There is plenty of supply and the demand keeps fairly steady.

Linseed Oil—Prices are a little more regular and raw is quoted at 55c to 56c and 58c to 59c is asked for boiled. Sales are good and so are the supplies. Jobbers continue to hold the opinion that prices will rise shortly.

White Lead—One of the very best sellers in the paint line is white lead. Both supply and demand are free. Quotations are the same as a week ago. $5.90 to $6.15, according to grade. Red lead is still at $4.50 for genuine in casks and in kegs of 100 pounds one cent a pound more is asked.

Paris Green—A steady demand continues and like white lead, this is one of the best of the selling lines among the paints. Drums are still quoted at 25¾c and barrels at 24½c.

Glass and Putty—Putty is fair at $1.65 for bulk in barrels and $1.90 for bladders in barrels. Glass is slow and though the sorting business later on will help the trade, the business for this year cannot at all reach the volume of 1907.

Varnishes and Stains—A good demand continues for all varnishes and stains. Shellac varnish at $1.80 is now quoted for pure white, and $1.70 for pure orange, a slight increase over a week ago.

Petroleum — Demand is fair and steadily increasing. Pure white petroleum is at 13½c; water white, 15c; and Pratt's astral, 17½c. Benzine is lower at 15½c per gallon in barrel lots and motor gasolene shows a slight decline at 17½c. All these prices, of course, are ex Toronto.

A NEW WOOD FILLER.

In the wood polishing processes commonly used the pores of the wood are closed by rubbing in some pore-filling powder or "filler," or by polishing with pumice stone. The materials used for this purpose are without exception of mineral origin, used in connection with an agglutinative. These substances after being mixed are used in the form of paste, liquid or powder. This method has the disadvantage that the filling of the pores, while desirable for one purpose, is itself undesirable. The mineral substances penetrate not only the coarse, but also the finer pores of the wood, and as they are opaque and have a different color from the wood and the polished coat which follows, the color and the peculiar individual grain pattern of the wood suffer. Most of the materials used also have the disadvantage that while they are very greedy of oil, they do not hold the oil permanently, with the result

A Unique Claim

"The only White Lead used in "ENGLISH" LIQUID PAINTS is Brandram's B.B. Genuine."

Does it sound familiar?

A Strong Selling Point

Everybody knows Brandram's B.B. Genuine White Lead. This helps the dealer to sell "ENGLISH" LIQUID PAINTS because he emphasizes this point.

A Leadership in Paints

This fact places "ENGLISH" LIQUID PAINTS in the front rank for body, covering capacity, and durability.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., Winnipeg,
Distributors for Western Canada

60% MORE FOR THE DEALERS!

The fact that this year the sales of ***MURESCO*** are ***60*** per cent. ahead of last year, proves that dealers are finding it a very profitable line to handle. Are you getting YOUR share of this increased business?

MURESCO WALL FINISH

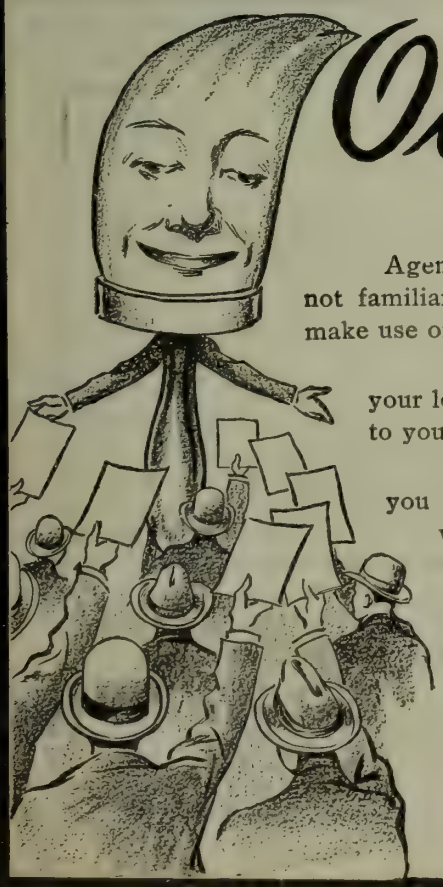
WILL BRING YOU THE PAINTERS' ORDERS because painters all over the country are realizing that it is the best wall finish on the market for jobs of any size. Here is an example: The walls of the G. T. R. Stations at West Toronto, Brampton, Georgetown, Acton, Guelph, Berlin, Stratford, New Hamburg, Forest, Galt, St. Mary's, and many other places are finished with ***MURESCO.***

MURESCO **IS CHEAPER AND BETTER THAN WALL PAPER,** and it nets you a really handsome profit. Send to-day for price list.

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada. New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every respect.



Our Ripe Plum Plan

Agents who take advantage of our Ripe Plum Plan make money. If you are not familiar with it, we want to tell you that it is a winner, and you should begin to make use of it right away. It is easy, and will put many extra dollars in your pocket.

By a very simple method we can help you secure the best paint trade in your locality. But to start with we need certain information which we must look to you to supply.

Send us the names of all persons or property owners in your locality who you know are going to paint, or whom you think are intending to do so, and we will get busy on this list in a way that will bring results which may pleasantly surprise you. We are doing this for other agents, and there is no reason why we cannot do as well for you.

The time for action is now—don't delay. Write immediately for full particulars and further information, which we will be pleased to furnish you by return mail, explaining fully our Ripe Plum Plan.

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

that while the oil in the polishing is absorbed by the pores, it comes out of them later under the influence of changes of temperature.

A new German process has for its object to fill the pores of the wood with a transparent material which will prevent oil from striking through. The wood is polished in the usual manner with linseed oil or other polishing oil, after which all superfluous oil is rubbed off with soft paper saturated with alcohol. On the polishing surface thus prepared a coat of shellac (which has been purified and clarified by filtration) is then applied in the form of the finest spray possible by means of an atomizer and the articles are polished with a solution of celluloid in alcohol by means of polishing balls. The well-known peculiar motion of polishing drives the shellac spray into the pores of the wood; but at the same time the liquid pressed out from the polishing balls is well absorbed by the pores. The celluloid solution forced into the pores dissolves the shellac particles, and as shellac in a dissolved form is a most excellent agglutinative, the celluloid is firmly attached to the walls of the pores. As the shellac used for this purpose is filtered and purified, its solution in the pores is perfectly transparent. The celluloid solution increases the elasticity of the filler. This shellac filler is said to unite better than any other material with the shellac polishing material used for further carrying out the polishing process.

ABOUT WALL PAPER.

One single roll of common wall paper is 8 yards long by 18 inches wide, and one single roll of ingrain, felt or cartridge paper, is 8 yards long by 30 inches wide. One single roll of one strip border is 8 yards long by 18 inches wide and contains 8 yards of border. One single roll of two strip border is 8 yards long by 18 inches wide, and contains 16 yards of border. Common wall paper is put up in double rolls, and ingrain, felt or cartridge paper is put in triple rolls. Prices are quoted on single rolls.

To find the quantity of common paper necessary to cover a room, multiply the height of the room by the length of the four sides and divide by 36, which will give the number of single rolls required. For each single roll of common paper 1½ yards of border will be necessary.

For ingrain, felt or cartridge paper, multiply the height of the room by the length of the four sides and divide by 49, which will give the number of single rolls required. Deduct one single roll of common paper for every 50 square feet of opening.

Multiply the length of the ceiling by the width and divide by 36 for common paper, and divide by 9 for ingrain, felt or cartridge paper to obtain the quantity of single rolls required for the ceiling.

W. H. Evans, of the Canada Paint Co., Montreal, spent several days in Toronto last week.

The CANADA PAINT Company's

Paris Green is Guaranteed Pure, Ahead of Government Standard.

THE GRASS HOPPER, GREAT SCOT; OLD MAN, WHAT'S THE MATTER?
THE POTATO BUG. MATTER ENOUGH, FARMER JONES HAS PURCHASED A CAN OF THE "CANADA PAINT Co's PARIS GREEN," AND ITS MOVE OR DIE!

TELEPHONE OR WIRE YOUR ORDERS

THE CANADA PAINT COMPANY

MONTREAL - TORONTO - WINNIPEG

WHEN THE FARMER

comes to a little lull in his spring sowing why not turn his thoughts gently to a money making line for yourself, and a barn protecting line for him. Look at the cards of

RAMSAY'S BARN PAINTS

see what fine colors they are, how low in price, how pleasing for all kinds of painting on roofs, barns, bridges, fences and all outhouses. Nobody else offers you such a good line or such attractive display for your store. You sell it to the farmer at $1.00 gallon and make your profit.

WRITE US

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 **Paint Makers**

High in Quality — Low in Price

This is the combination, Mr. Dealer, that sells

NEW ERA PAINT

If you are not quite satisfied with your paint business, just try New Era Paint as your leader.

Standard Paint and Varnish Works Co. LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

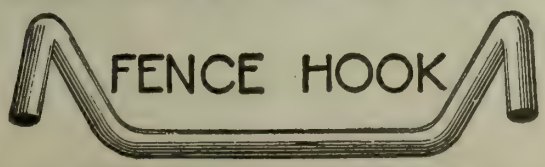
MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Rust or Corrosion

is absolutely prevented by using

Esco Steel Coating

Recommended for :—

Breweries
Tanneries
Structural Steel and Bridges
Cold Storage Plants
Metal Shingles and Siding
Smoke Stacks or

All other places where conditions are unusually severe.

Circulars, etc., on application.

EADIE-DOUGLAS CO.,

22 ST. JOHN STREET

Montreal, Canada

It Saves The Painters' Time
and makes a better job!

That's what makes

"Flattine" Wood Finish

an extremely profitable and fast selling line. It is a wood finish for the final coat over gloss finished work which gives the effect of a carefully rubbed finish without any rubbing at all. As a resister of water action and dampness it is without a peer. It dries hard over night and is extremely durable.

Sealed cans only. Full Imperial Measure.

Write us for details of our special selling plan.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,
NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

ESTABLISHED IN 1796

English Varnish
For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.
Dries hard over night, with a brilliant and durable gloss.
It imitates the natural grain of the wood.
In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.
Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited
LONDON, England
300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

50 cents

— to —

The MacLean Publishing Co.
Technical Book Department
10 Front St. E. — TORONTO

There's Money in the Roof!

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

June 29, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson	per lb.	0 09½
Hallett		0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plate 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	13 50
Cut lengths, round, bars, ½ to 2 in		23 00
Plain sheets, 14 oz.		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 45
17 "	2 40	2 60
18 "	2 40	2 60
20 "	2 40	2 60
22 "	2 45	2 65
24 "	2 45	2 65
26 "	2 55	2 80
28 "	2 60	2 95

CANADA PLATES.

Ordinary, 52 sheets		2 60
All bright "		3 60
Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 65	....
22-24	4 10	3 95	3 75	4 05
26	4 35	4 20	4 15	4 30
28	4 60	4 45	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 75
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2 "	20 00	20 25
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	1 90	2 00
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 95	....
Sleigh shoe steel	1 95	2 20
Iron finish machinery steel (domestic)	2 05	2 20
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 30
Sheet cast steel	0 15	0 15
Toe calk steel	2 45	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	....
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. $32 00 31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	6 75	7 00
" 14x60, "		
" 14x65. "		

Tinned Sheets.

72x30 up to 24 gauge, case lots		7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 60	3 65
Bar, "	4 10	4 15
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb.	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

30 and 5 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10½	0 09¾
" yellow brass	0 08	0 08½
Light brass	0 05½	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	13 00	14 00
Stove plate	10 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	1 70
No 7 Fuller's	"	2 00
No. 4½ "	"	2 10
Patent Compression Cushion, basin cock, hot and cold, per doz.		$16.20
Patent Compression Cushion, bath cock, No. 2208		2 35

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $35.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon. Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9. 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 00	¼ inch	2 85
⅜ "	2 25	⅜ "	3 05
½ "	2 72	½ "	3 57
¾ "	3 68	¾ "	4 83
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 50	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 16	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 55	4 "	45 36

Malleable Fittings — Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb.	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.		0 40
2-lb. or over "		0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		0 08
Chrome yellow "		0 16
Golden ochre "		0 10
French " "		0 08
Chrome green "		0 09
French permanent green"		0 13
Signwriters' black "		0 15
Marine black, 25 lb. irons		0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	0 09
" " 100-lb. kegs	0 09½

CLAUSS BRAND DOUBLE SWEDGED BLADE POCKET SCISSORS

Fully Warranted

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and nicely nickel plated.

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

		Quart cans
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	....	0 13½
Water white "	....	0 15
Pratt's astral "	....	0 17½
Castor oil, per lb	0 09½	0 10½
Motor Gasoline single bbls	..	0 18
Benzine, per gal single tbls	....	0 17
Turpentine, single barrels	0 62	0 63
Linseed Oil, " raw	0 51	0 53
" " boiled	0 51	0 56

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Canadian pure	5 65	5 90
No. 1 Canadian	5 40	5 65
Munro's Select Flake White	5 90	6 15
Elephant and Decorators' Pure	5 80	6 15
Tiger Pure	5 90	6 15
Essex Genuine	....	6 00
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 65	5 80
"Crown and Anchor," pure	5 80	5 95
Sanderson Pearcy's	....	6 00
Robertson's O.P., lead	5 90	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 75
Genuine, 100 lb. kegs, "	5 00	5 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 85	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 65
No. 1 Orange, "	1 30

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No 1	....	0 90
" " union	....	0 85
Light oil finish	....	1 30
Gold size japan	....	2 00
Brown japan	....	1 00
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 50
No. 1 "	....	2 25
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal	....	2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish	....	2 00
"Kyanize" Interior Finish	....	2 40
"Flint-Lac," coach	....	1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.	....	2 50
Flaxtine floor finish, per gal	....	3 00
Elastica exterior finish, 1 gal. can	....	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

ONTARIO AND QUEBEC.

Slater's felt per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Dry Cyclone, per roll	0 50
Tarred Cyclone	0 60
Surprise, per roll	0 40
Resin sized per roll	0 45
Dry Sheathing, per roll	0 32
Tarred " "	0 40
Heavy straw, dry & tarred, per ton	37 50
In Maritime Provinces	42 50
Carpet Felt, per 100 lbs	2 75
Tarred Felt, per 100 lb.	2 00
Pitch, Boston or Sydney, per 100 lbs	0 75
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per roll	0 90
3 " " "	1 15
2 Ply complete, per roll	1 30
3 " "	1 50
Cement, barrels, per gal	0 15
" tins "	0 20
Coal Tar, per barrel	3 50
Coal Tar, tins, per gal	0 15
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Caps and Nails, per lb	0 05
Mop cotton, per lb	0 15

HUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 80	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood	..	3 40
"Iron Clad" cotton	..	2 10
Iron Clad" paper	....	2 15
wood	....	2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	50 00	
Stable pavers, 9"x4½"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English " "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 75	
over 12 in. "	3 75	

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10: No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	7 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean. per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33½ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT. PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English .....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.		
Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6. 25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75	
Hand Sets, Perfect.....	4 00	
X-Cut Sets, "	7 50	

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11		4 00
" pointing, 924x5.....		2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	9 00	
" " ¾ " .... "	10 00	
" " ⅞ " .... "	12 00	
Leather, 1-inch .....per doz.	4 00	
Leather, 1¼ " ..... "	5 20	
Web..... "	2 45	

HOES.

Garden, 50 and 10 per cent.

Planter..... per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ¾ and ⅞ inch		3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAVE.

Harness, German, 25 per cent		
Lock, Andrews'.....	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¾
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise.....	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ½ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ½ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25
" iron ..... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c.; 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 80
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3

CUTLERY AND SILVER-WARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

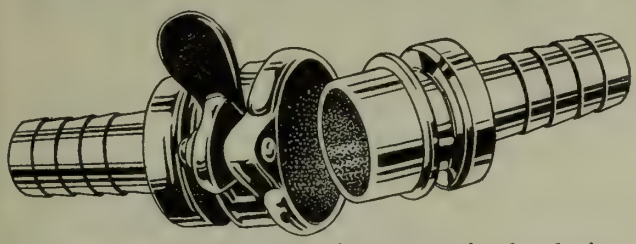
Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

ARE YOU HANDLING THE . . . . . **TIME-SAVER HOSE-COUPLER ?**



Here it is! Just insert the sections, press the thumb-piece over—and the hose is coupled with a perfectly tight joint.

Why handle old fashioned, out-of-date couplings when you can

Make More Money

handling the Time Saver? Here's an offer. Send us a request on your business letter head and we'll send you, free of charge, one tap adjuster and female section or one hose-coupler complete—just to get you interested.

SIT DOWN AND WRITE US TO-DAY

THE TIME-SAVING COUPLER CO., Limited - - 166 Bay Street, Toronto

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 p c.		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.	6 75	
Lift Tubular and Hinge Plain, "	5 00	

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32
7-inch "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright .... 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and '900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 13½
"British" Manilla	0 11
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ½ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09
" double	0 10
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ⅛c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "	....	0 10
Deer Creek "	....	0 10
Deerlick "	....	0 25
" Axe "	....	0 15
Lily white "	....	0 45
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "	....	24 00
" 200 lb. and over	....	28 00

This Catalogue Free
To Dealers and Contractors

Contractors and dealers who are interested in building operations this season should have on hand a copy of our handsome new catalogue.

It contains information of great value in regard to the selecting of the most suitable material for each particular job and the best plan for laying same.

It tells fully just what you would like to know about the different roofing finishes, such as Asphalt, Rubber and Crystal, and gives interesting matter about Waterproof Felt, Rubber Valley Composition, Elastic Roof Paint, etc.

A post card request brings it, along with any other information you desire.

Brantford Roofing Co. Limited
Brantford, Canada

SELLING AGENTS :
Chas. A. Sullivan, P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada. Limited { 219-221 Bank Street, Ottawa; 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co., Sherbrooke, Que.
Fleck Bros., Limited, Vancouver, B.C.
Imperial Export Co., Toronto, Ont.

"As good as the 'GALT' KIND?
It's doubtful—Anyway my customers *ask* for the 'GALT' KIND."

Galt "Classik" Ceilings

are so well and so favorably known that it is hardly necessary to say much about them here.

What we do want to tell you is that we have recently added several *new designs* including the beautiful:

"EMPIRE" Classification.
"GALT" Embossed Steel Tile.
"GALT" Crimped and Beaded Sheets, Etc.

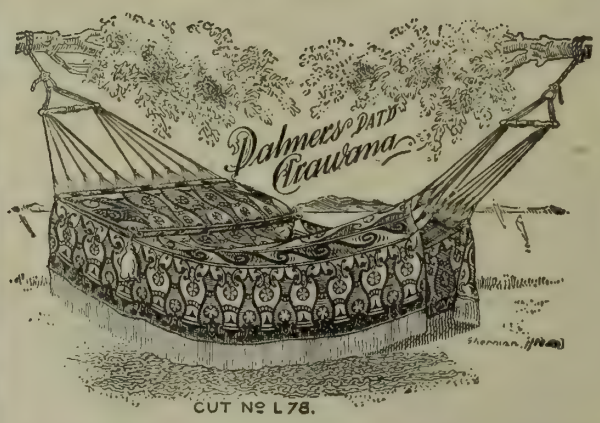
Write to-day for our new Enlarged Ceiling Catalog "A2." Price Lists, Advertising Matter, etc. New Roofing Catalog is now ready—you need it too.

THE GALT ART METAL CO., LIMITED
GALT, - - ONTARIO

GEN. CONTRACTORS' SUPPLY CO., Halifax, N.S.
ESTEY & CO., St. John, N.B.
W. D. BEATH & SON, Toronto, Ont.
DUNN BROS., Winnipeg and Regina.

36" AND 40" NETTING

PALMER HAMMOCKS
and
ACCESSORIES



CUT Nº L78.

Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1908 Catalog showing 112 colored illustrations.

NEW YORK OFFICE 55 Worth St.

The I. E. Palmer Co.

MIDDLETOWN CONN.

Canadian Representative:
R. N. SCOTT, - - 200 McGILL ST., MONTREAL

7/4 AND 8/4 LENO

A Bright Magazine Is An Excellent Companion

On a holiday trip, a journey to a summer resort, or while spending a few days at some delightful retreat, you can not add to your enjoyment more easily than by taking along with you a copy of the

JULY NUMBER OF BUSY MAN'S

It is the leading periodical and its contents are always bright, racy and instructive.

In the July issue, now out, the following conveys some conception of the splendid things in store for the reader.

BUSINESS AND INDUSTRIES.

The Message of the Flour Barrel.
The Advantages of Branch Banks.
Some Settlers Canada Can Do Without.
What Profit Sharing Has Done.
The German in Canada.
Courtesy as an Element in Business.

ENTERTAINING SHORT STORIES.

A Marriage by Capture.
Just Escaped and No More.
The Way of Musette.
My Supreme Devotion to Silence.

POLITICAL AND COMMERCIAL AFFAIRS.

Training Boys for Colonial Life.
A Leader Who Stands for High Ideals.
How His Dream Was Realized.
Has Served Under Four Premiers.
Stand for Something.

ARTICLES FOR THE WORKERS.

Some Delights of Camping Out.
Worth While to Win in the Game.
The Girl That is Down.
Why Some Men Become Bosses.
As the Working Girl Sees It.
Have Women Less Conscience Than Men?

SCIENCE AND INVENTION.

What Will the World Do When the Coal is Gone?
The Waste of Daylight.

TRAVEL AND DESCRIPTION.

Irrigation in the World's Pantry.
The Greatness of Our Common Heritage.
In the Baby's Ward of the Hospital.
The Biggest News Scoop in Canada.

OTHER BRIGHT FEATURES.

Some Fashions for Busy Men.
Contents of the July Magazines.
Improvements in Office Devices.
Some Rather Unusual Events.
Humor in the Magazines.
Busy Man's Book Shelf.
Some Men Who Are in the Public Eye.

Ask for Busy Man's, "the Magazine with the red cover." On sale at all news-stands.

20c. a Copy. $2.00 a year.

The Busy Man's Magazine

10 Front St. East - TORONTO, ONT.

CONGO

NEVER LEAK ROOFING

Congo on New Manufacturers' Bldg., Minnesota State Fair, St. Paul, Minn.

THERE are three important points to be sure of when you buy your roofing. If you get them, you are likely to be satisfied with your purchase.

Ask—"Is it pliable (like Congo)?" If it is not, you don't want it, because it is almost impossible to make a tight roof with a heavy, stiff roofing that won't bend into the corners or that is hard to cut and fit.

Ask "Can it be laid any time of the year (like Congo)?" Some roofings, you know, can't be laid in winter because they stiffen and they crack on being unrolled. Others soften and stick in summer when you leave them in the hot sun. Congo is just the same winter or summer, regardless of temperature.

Ask this third question: "Is it inspected at the time of manufacture so that the makers can guarantee absolutely uniform quality, (like Congo)?" It is just like getting a discount, to be certain that there will be no torn or jammed edges and no flaws to make needless waste. Congo is packed for domestic delivery in the same careful way that it is packed when we export it to Madagascar or Peru.

Anybody can lay Congo. It is only a matter of unrolling it on the roof, cementing the laps and nailing down. You can secure Congo in four different thicknesses according to the use you want to make of it.

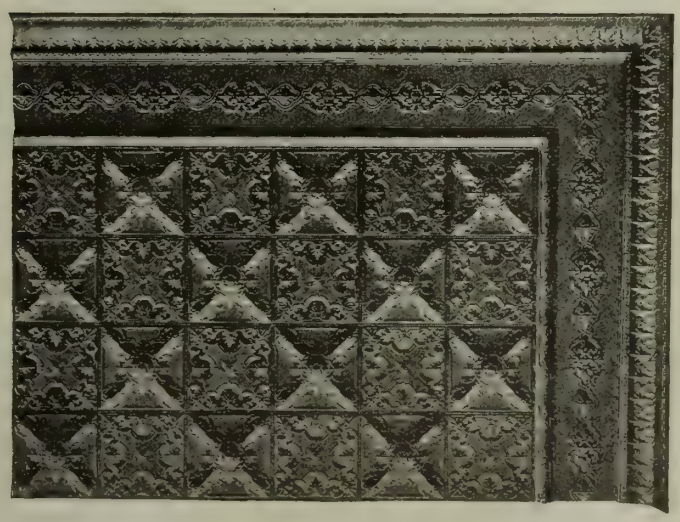
Tell us what your roofing needs and we'll send you a generous lot of free Samples and further information

UNITED ROOFING AND M'F'G. CO.

Successors to Buchanan Foster Co., Philadelphia, Pa.

H S. Howland, Sons & Co., Toronto — Starke-Seybold, Ltd., Montreal
Mechanics Supply Co., Quebec — S. Hayward Co., St. John, N.B.
Geo. E. Smith & Co., Halifax, N.S.

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

The Metal Shingle and Siding Co., Limited

PRESTON, ONT. MONTREAL, QUE.

GENERAL SALES AGENTS:

EMERSON & FISHER, LTD., St. John, N.B. — J. A. BERNARD, Quebec.
CLARE & BROCKEST, Winnipeg. — ELLIS & GROGAN, Calgary.
W. N. O'NEILL AND CO., Vancouver.

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

H. BOKER & CO.'S

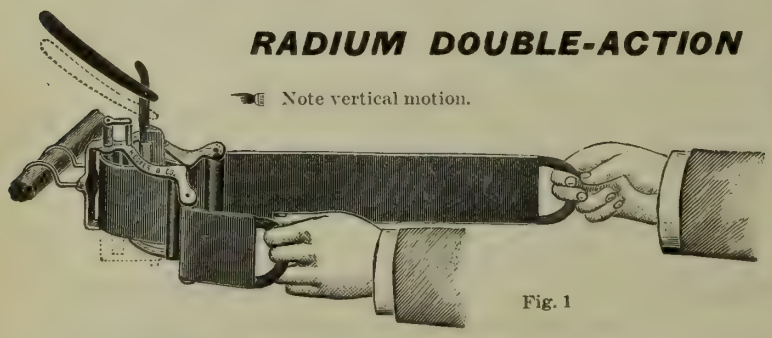


Fig. 1

RADIUM DOUBLE-ACTION STROPPING MACHINE

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

"Hubbell" is the SYMBOL OF UTMOST DEVELOPMENT in . . . Attachment Plugs

Convenient to install. Quick and sure in service. Neat design.

All caps interchangeable

The only plugs with contacts absolutely protected. **31 styles—the plug you need is among them.**

Write us for descriptive matter, prices, etc.

THE R. E. T. PRINGLE COMPANY, Limited

Montreal, Que. **Winnipeg, Man.**

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

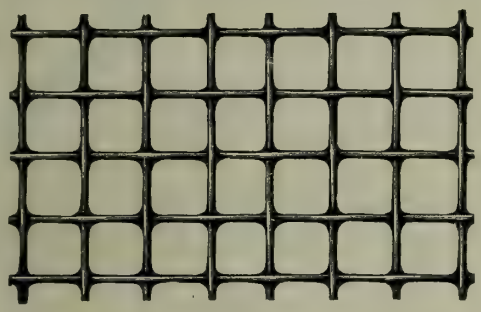
SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



WIRE CLOTH

Special Regalvanized Cloth, for apple and fruit drying—Stock widths, 24, 30 and 36 inches. Other widths and meshes made to order.

Also ½-inch Galvanized Netting—Stock widths, 24, 30 and 36 inches. Stock lengths, 25 and 50 yards.

Also Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO., Ltd. - HAMILTON, ONT. MONTREAL, QUE.

DISSTON SAWS

BACKED BY THE

DISSTON SAW WORKS

AND BY THE

DISSTON METHOD

of manufacturing,

THIS BRAND

ON SAWS AND TOOLS

will continue to be recognized in the future as in the past

SIXTY-EIGHT YEARS

as a guarantee of Highest Quality and Efficiency

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Atkin's Floor and Wall Scrapers

Send for catalogue showing complete line of SILVER STEEL SAWS and Hardware Specialties.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People, - - - Indianapolis, U.S.A.

Canadian Factory, Hamilton, Ont.

Rams Horn Easy to Operate. Price Reduced.

PERFECTION

All that its name implies.

Mr. Hardware Dealer,

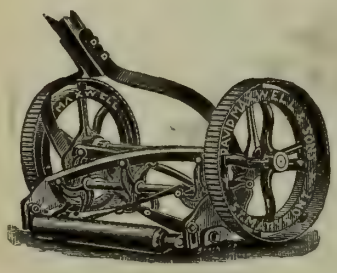
Are you prepared to defend your spring orders for roofing? If not, our **"SHIELD BRAND READY ROOFING"** will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb

Montreal

Write for samples and prices to-day.



This Is It.

Heavy enough to stand up to the work. Light enough to make mowing easy and pleasant. The "Maxwell" cuts smoothly, evenly, closely. Blades made of special steel that holds its edge. Very attractive in finish.

Maxwell Lawn Mower

WRITE FOR PRICES TO DEALERS.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

BOOM

BOOM

Everything is Booming and one of the **necessities** to a Boom is building Railroads, Canals, Bridges, Roads, Streets, Factories, etc., etc. **Well, we manufacture a line of goods**, that is a **necessity** to the Contractors that do this work. Therefore **Messrs. Hardware and Supply Men, be prepared** to meet your customers with the goods that will give them **the best satisfaction** by getting in a supply of **Our Wheelbarrows, Scrapers, Trucks, Forges, Blowers, Drills, etc.**

The LONDON FOUNDRY CO., Ltd., London, Canada

Simonds'

"Crescent Ground"

Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co. LIMITED

Montreal, P.Q.

Toronto, Ont. **St. John, N.B.**

Mistakes. Oh, Yes! We make them but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

McDOUGALL PUMPS

which are Standard Pumps and you will prevent that repetition of mistake.

OUR CATALOGUE EXPLAINS

The R. McDOUGALL CO.

Galt, Canada LIMITED

H&R GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

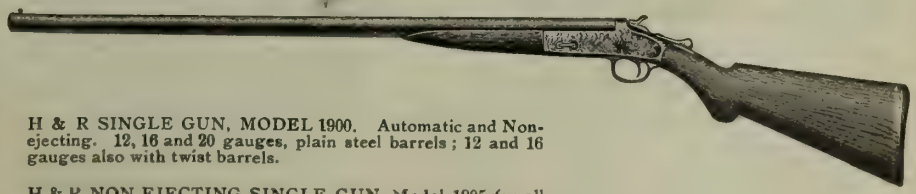
Our catalogue tells about our full line and gives valuable selling points.

WRITE FOR IT.

Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

HARRINGTON & RICHARDSON ARMS COMPANY

515 PARK AVE., WORCESTER, MASS., U.S.A.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB, - 13 St. John St., Montreal
Sole Canadian Agent
W. GILBERTSON & CO., LTD., Makers, Pontardawe, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

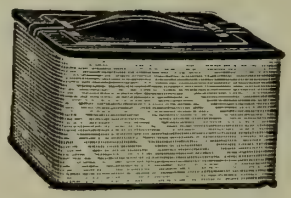
Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

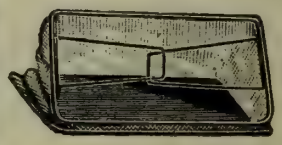
HENRY T. SEYMOUR SHEAR COMPANY

IEBUSCH & HILGER, LIMITED, NEW YORK
Agents

WE MAKE IT



Ready for use.



Folding up.

Folded for pocket

The Ehle's Patent Lunch Box and Food Carrier

(Pat. Aug. 6th, 1907)

This is the Ideal Folding Lunch Box. Made with tin top and bottom nicely japanned, and strong canvas waterproof sides, it can be set up or knocked down in a second, and will nest into a space of less than half an inch in thickness—a size just suitable for the coat pocket. The simplicity of its construction combines the least possible weight with the greatest possible capacity, and enables it to be placed on the market at a considerably lower price than any other style of folding lunch box. Shipping weight 80 lbs. per gross.

Manufactured solely by

WRITE US FOR PRICES

E. T. WRIGHT & CO., Hamilton, Canada

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

THE BEARDWOOD AGENCY

313 New York Life Building

MONTREAL

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

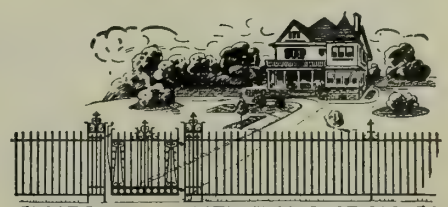
Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363



CANADIAN ORNAMENTAL IRON CO.

SPECIALTY - - - IRON FENCES.

35 YONGE ST. ARCADE.

TORONTO.

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 11
American Shearer Co 11
Atkins, E. C., & Co 70
Atlas Mfg. Co 11
Auto-Strop Safety Razor Co 13
Aylmer Pump & Scale Co 18

B

Bailey-Underwood Co 29
Baglan Bay Tin Plate Co 73
Banwell Hoxie Wire Fence Co 30
Barnett, G. & H. Co., outside back cover
Barton Netting Co 20
Beardwood Agency 73
Belleville Hardware Co 13
Boker, H. & Co. . outside front cover, 68
Bowser, S. F., & Co., Limited 22
Brandram-Henderson, Limited 56
Brantford Screw Co 76
Brantford Roofing Co. 66
Brown, Boggs Co 10
Buffalo Mfg. Co 28

C

Canada Cycle & Motor Co 28
Canada Foundry Co 12
Canada Horse Nail Co 14
Canada Paint Co 58
Canada Screw Co 29
Canada Wire Goods Mfg. Co 12
Canadian Bronze Powder Works 59
Canadian Fairbanks Co 9
Canadian Hart Wheels Co 17
Canadian Heating & Ventilating Co 24
Canadian Ornamental Iron Co 73
Caverhill, Learmont & Co 7
Carter-Crume Co 11
Cavers Bros 17
Chicago Spring Butt Co 1
Clauss Shear Co 63
Collins Mfg. Co 11
Congo Roofing 67
Consumers' Cordage Co 21
Crescent Wire & Iron Works 11

D

Davey & Co 11
Davidson, Thos., Mfg. Co 15
Dieckmann, Ferdinand 49
Directory of Manufacturers 11
Disston, Henry, & Son 69
Dominion Cartridge Co 32
Dominion Wire Mfg. Co 19
Dominion Hammock Co 19
Dorken Bros. .... outside front cover
Dowswell Mfg. Co 10
Drummond-McCall 73

E

Eadie-Douglas Co 60
Erie Specialty Co .... inside back cover

F

Ferrosteel Co 24
Ford Auger Bit Co 12
Forsyth Mfg. Co 19
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co 66
Gibb, Alexander 17
Gilbertson, W., & Co 72
Greening, B., Wire Co 69
Grove Chemical Co 12
Gutta Percha & Rubber Mfg. Co .... outside back cover
Gurney Foundry Co 25

H

Hart & Cooley 24
Harrington & Richardson 71
Hassall, John 30
Hamilton Bridge Co 20
Hanover Portland Cement Co 11
Harris, J. W., Co 18
Heinisch, R., Sons Co 72
Hobbs Mfg. Co 16
Howland, H. S., Sons & Co 5
Hudon, Herbert & Co 8
Hutton, Jas., & Co 14
Hyde, F. & Co 72

I

Imperial Varnish and Color Co 55
Independent Cordage Co 22
International Varnish Co 61

J

James & Reid 11
Jardine, A. B., & Co. 73
Johnson's, Iver, Arms and Cycle Works 53

K

Kemp Mfg. Co 32
Kerr Engine Co .... inside back cover

L

Leslie, A. C., & Co. 53
Lewis Bros., Limited 3
Lewis, Rice, & Son .... inside front cover
Lockerby & McComb 70
London Foundry Co 70
London Rolling Mill Co 17
Lufkin Rule Co .... inside back cover
Lysaght, John .... outside front cover

Mc

McArthur, Alex., & Co 62
McCaskill, Dougall & Co 59
McClary Mfg Co 27
McDougall, R., Co 71
McGlashan-Clarke Co., Ltd 20
McKinnon Dash & Metal Works 21

M

Manitoba Iron Works Co 49
Manufacturers List Co 11
Maple City Mfg. Co 14
Maxwell, David & Sons 70
Martin-Senour Co 57
Metallic Roofing Co 51
Metal Shingle and Siding Co 67
Montreal Rolling Mills Co 53
Moore, Benjamin, & Co. 57
Morris & Bailey Steel Co 15
Morrison, James, Brass Mfg. Co 31

N

National Cash Register Co 16
Nelson, H. W., & Co 23
Newman, W., & Sons 11
Nicholson File Co 75
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 73

O

Oakey, John, & Sons 73
Oneida Community .... inside back cover
Ontario Lantern & Lamp Co 26
Ontario Wind Engine and Pump Co 11
Orford Copper Co 73
Oshawa Steam & Gas Fittings Co 12
Otterville Mfg. Co 72
Owen Sound Wire Fence Co 14

P

Palmer, I. E., Co 66
Parker Wire Goods Co 11
Parmenter & Bullock Co 11
Paterson Mfg. Co 64
Penberthy Injector Co 31
Pearson, Geo D. & Co 21
Pease Foundry Co 49
Pelton, Godfrey S 59
Peterborough Lock Co 20
Pink, Thos 2
Plymouth Cordage Co 22
Pringle, R. E. T. 68

R

Ramsay, A., & Son Co 59
Rapid Tool Co 29
Richardson, J. E 73
Robertson, James Co 68
Roper, J. H 26
Ross Bros 49
Ross Rifle Co 76

S

Salyerds, E. B 14
Samuel, M. & L., Benjamin, & Co 2
Seymour, Henry T., Shear Co 72
Sharratt & Newth 55
Sherwin-Williams Co 51
Simonds Mfg. Co 69
Simonds Canada Saw Co 71
Smart, Jas, Mfg. Co 26
Stairs, Son & Morrow 75
Standard Chain Co 22
Standard Mfg. Co 53
Standard Paint and Varnish Works 59
Steel Trough & Machine Co 11
Still, J. H., Mfg 28

T

Taylor-Forbes Co. .. outside front cover 13
Thompson, B. & S. H., Co .... outside back cover
Time Saving Coupler Co 65
Toronto Plate Glass Importing Co 10

U

United Roofing and Mfg. Co 67
United States Steel Products Co 31

W

Walter, E. F 30
Want Ads 47
Western Wire & Nail Co 59
White Mop Wringer Co 1
Whitman & Barnes 18
Wilkinson, Heywood & Clark 61
Wood-Vallance & Co 4
Wright, E. T., & Co 72

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strap
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd., Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co, Toronto.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd, Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.
Marlin Firearms Co., New Haven, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Glue.
The Grove Chemical Co. Ltd Bridge, Wigan, Lancs, Eng.
Quibell Bros., Ltd., Newark-on-Trent England

Grinding Holders.
Armstrong Bros Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd ,Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette Street, New York.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.
Canadian Ornamental Iron Co., Toronto

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd ,Montreal
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston. Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
McClary Mfg. Co., London, Ont.
Sanderson-Harold Co., Paris, Ont.

Registers.
Ferrosteel Co., Cleveland, Ohio.
Hart & Cooley. New Haven, Conn.
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Canada Screw Co., Hamilton, Ont.
Hassall, Jno., 183 Lafayette Street New York.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co , Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Canada Screw Co , Hamilton Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades
Frothingham & Workman, Montreal.

Silver are.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Bowes, Jamieson Co., Hamilton, Ont.
Davidson, Thos., Mfg. Co., Montreal
Clare Bros., Preston, Ont.
Harris, J. W., Co., Montreal.
Kemp Mnfg Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.
Meaford Wheelbarrow Co., Meaford, Ont

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co , Montreal.
Stairs Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

WIRE

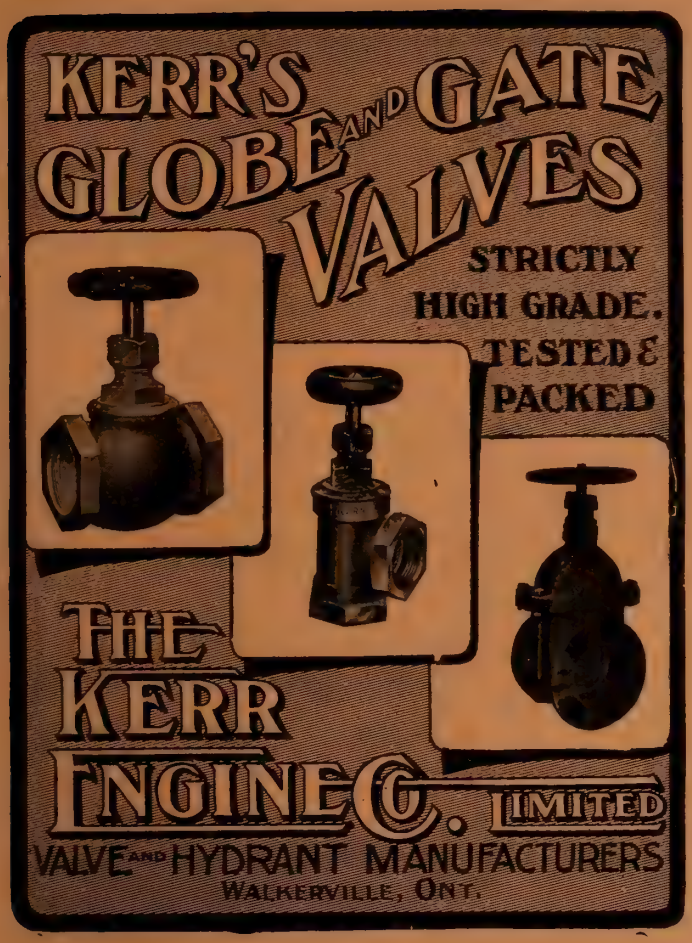
We make wire for all purposes, bright or annealed for fencing, hay baling, etc. We also make a specialty of wire cut to exact lengths. Let us quote you.

BRANTFORD SCREW CO., LIMITED

BRANTFORD, ONTARIO

Baines & Peckover
Toronto

Delorme Bros.
Montreal



NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.

Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—[illegible] Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"It holds, where others fail"

WE WANT YOU TO TRY

Sheet and Spiral Packing

Long Fibre Asbestos and Rubber Perfectly Combined

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver.

IN STORE AND ARRIVING BY FIRST STEAMERS:

"F. B. & W." Dry White Lead
" Genuine Red Lead
" Orange Mineral
" Ground Litharge
" Flake Litharge
Reduced Red Lead
"V.M." Zinc Oxides
Nitrate of Lead

We can quote you lowest prices, and shall be pleased to have your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville.

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal

Montreal Toronto Winnipeg

Western Canada Boards of Trade Number

HARDWARE AND METAL

June 27, 1908

"THE TOWN THAT WAS BORN LUCKY."—*Rudyard Kipling.*

MEDICINE HAT'S FINE CITY HALL BUILDING.

Medicine Hat, Alta., where the Associated Boards of Trade of Western Canada met in convention, June 18, 19 and 20, is the Natural Gas City of Western Canada. One gas well has a flow of 2,000,000 cubic feet every 24 hours and a rock pressure of 600 pounds to the square inch

The MacLean Publishing Company, Limited

Montreal :: Toronto :: Winnipeg

Sprays vs Rays

"Wilwear" Make Niagara Spray-a "Novelty"

Read :—This is the first time a lawn sprinkler has been made that will compete with "Old Sol." The vapor-like spray does not wash away the dirt, drench and expose seeds and roots to the sun, does not upset, no loose or movable parts to get lost or out of order like the whirling sprinklers.

IT WILL LAST A LIFE TIME

Two pieces of heavy brass perforated in "Wilwear" fashion.

Send for sample

Novelty Manufacturing Co.

Specialists in Metal Goods

Waterbury - Connecticut

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, JUNE 27, 1908 NO. 26.

POCKET KNIVES

H. BOKER & Co's

IMPROVED

TREE BRAND

TRADE MARK

RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses

TIME HAS PROVED

—that—

"QUEEN'S HEAD"

will outlast any other brand.

Extra Heavily Coated

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

HORSE LAWN MOWERS

BUY THEM NOW

We guarantee every Mower we make.

SEND FOR PRICES

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, - GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West. ST. JOHN, N.B.—H. G. Rogers, Agent.

VICTORIA, B.C.—J. B. H. Rickaby.

Don't Wait for Something to Turn Up. Try a "WANT AD."

The Coming Season

The business outlook in Canada is daily becoming brighter, normal conditions are again prevailing. The prospective crop in the west gives every promise of being a bumper one and reports from the country generally cause the tone of the wise business man to become more optimistic.

This season we are in the field better equipped than ever to supply you with the best in the hardware line. New ideas, and old ones vastly improved, enable us to handle our volume of business better than ever before. The difficulty heretofore experienced by delay in manufacturing no longer is an impediment to the wholesaler.

The new lines of samples now being prepared for our travellers will be of the greatest interest to you. The superior quality of the goods will be most gratifying. The outlook for the hardware business is bright, and we are confident that all our customers will share well in the profits to be derived therefrom.

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

The White Mop Wringer

This Trade Mark

Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York

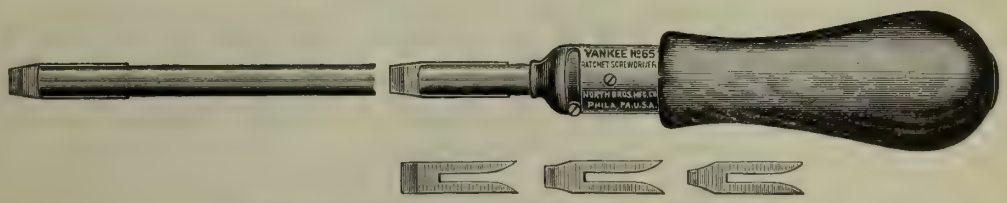
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE

"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.

"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

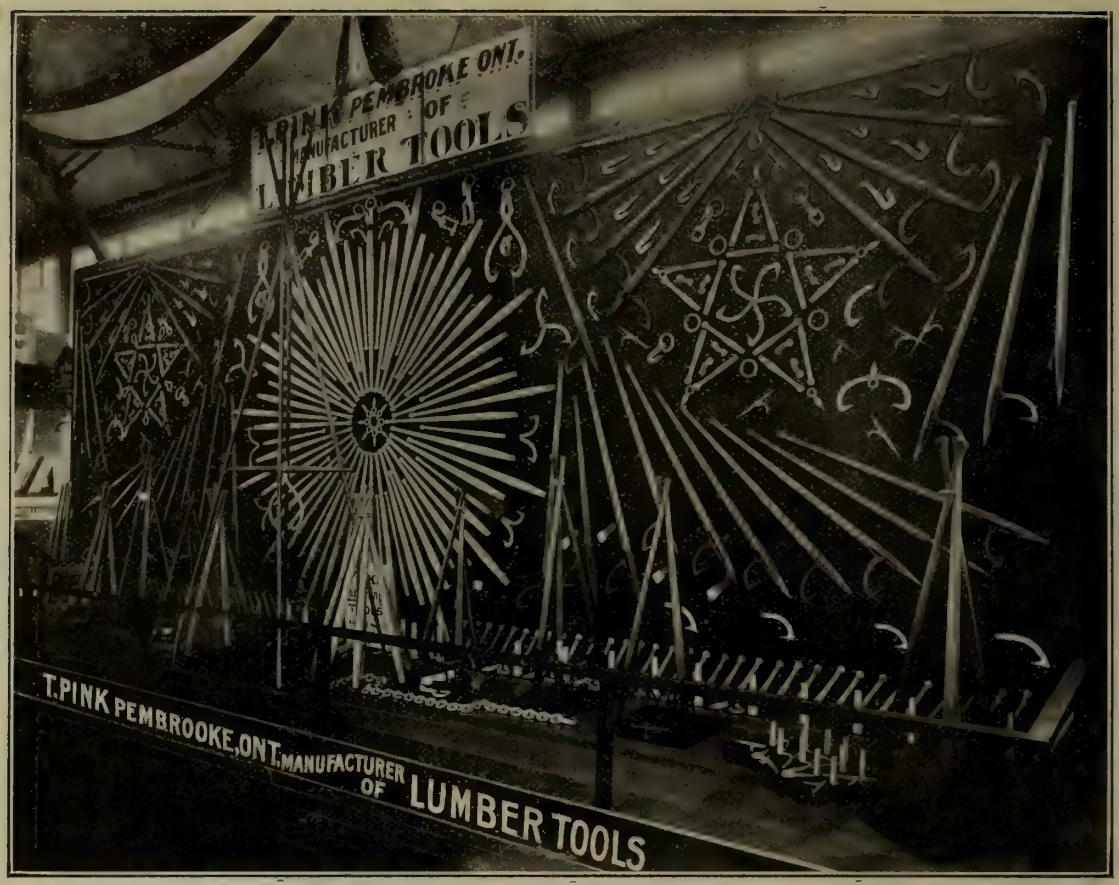


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

We carry in stock, and supply at lowest market prices:

Tin Plates, Canada Plates, Galvanized Sheets, Black Sheets, Polished Sheets,
Genuine and Imitation Russia Iron,
H. R. Sheet Copper, plain and tinned, C. R. Sheet Copper, plain and tinned,
Ingot Copper, Ingot Tin, Solder, Zinc Spelter,
Sheet Zinc, Pig Lead, Antimony.

PIG IRON

Write for quotations on our well known brands.

M. & L. Samuel, Benjamin & Co.

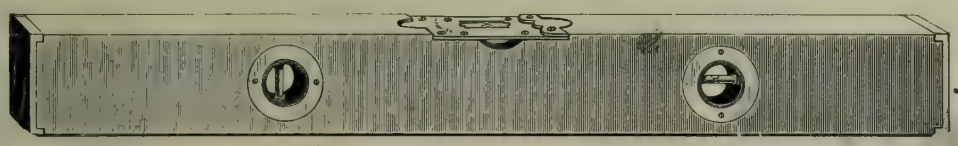
London, England — Toronto, Ontario

Worth Knowing

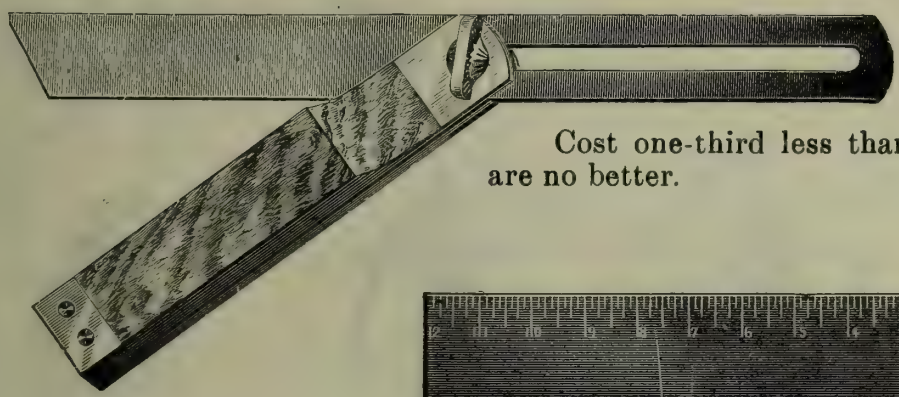
Disstons are known the world over as makers of the very best saws.

They are not so well known in regard to other tools, the quality of which is on a par with their saws.

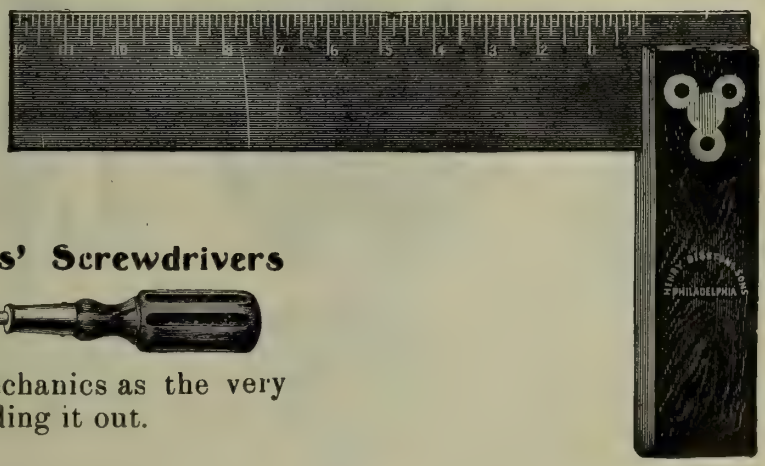
They make a first-class line of Plumbs and Levels, and we carry in stock fifteen or twenty patterns. If you ever bought them once you would do it again, as they are much better value than other well-known makes.



Disston's Try Squares and T Bevels



Cost one-third less than other makes that are no better.



Disston's Cabinetmakers' Screwdrivers

are known to-day by some mechanics as the very best. Others are quickly finding it out.

The name of Disston on any kind of a tool or saw makes it easy to sell.

LEWIS BROS.,

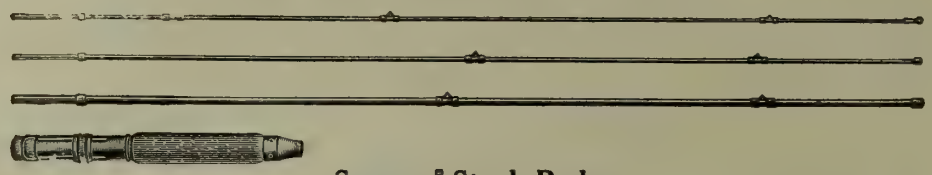
MONTREAL Limited

PROMPT ATTENTION TO MAIL ORDERS

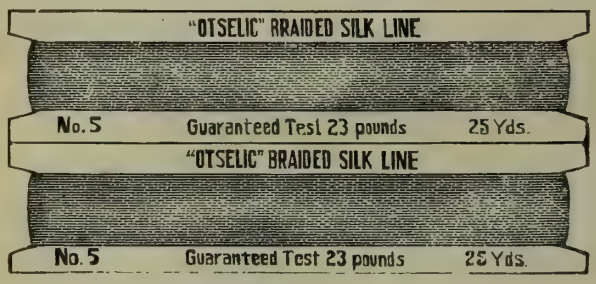
Toronto Ottawa Calgary Vancouver

FISHING TACKLE

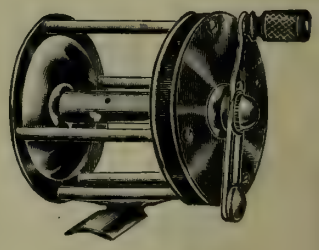
FOR THE SUMMER HOLIDAYS



Samson Steel Rods



Braided Silk Line



Fishing Reel

Bass Spinners

Soft Rubber Meadow Frogs

Phantom Minnows

Star Trolling Spoons

For a complete line of fishing tackle consult our No. 8 Sporting Goods Catalogue, if you have not one already, send us a post card and one will be sent.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

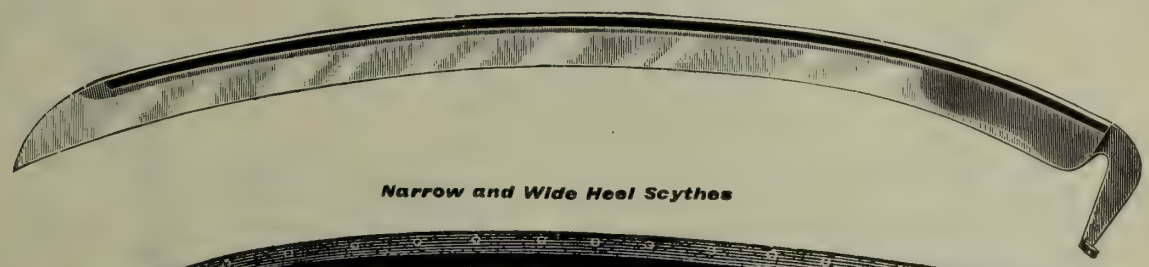
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

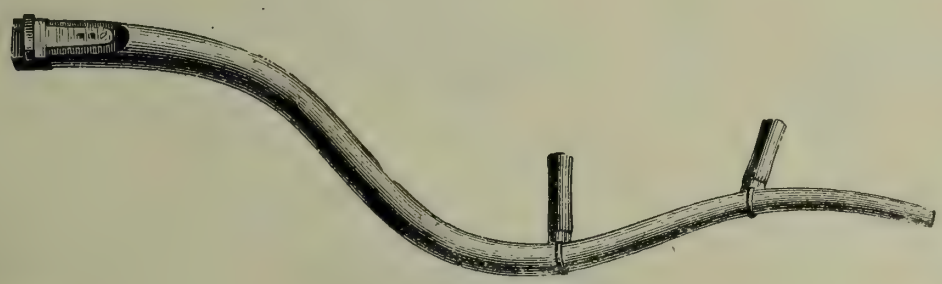
Grass Scythes, Etc.



Narrow and Wide Heel Scythes

English Rivetted Back Scythes

No. 3 Drive Ring



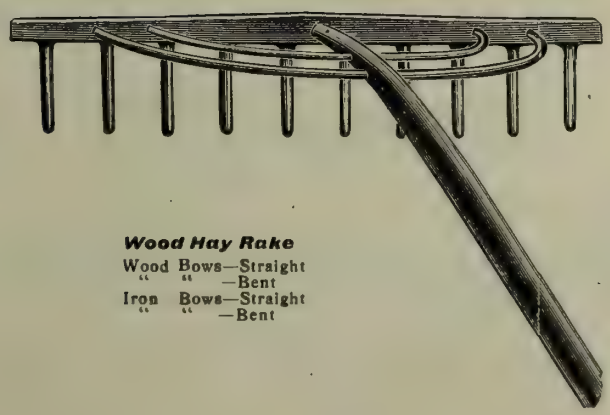
Drive Ring 2 Holes

No. 2 Drive Ring

No. 1, 2, 3, Loop and Plate

No. 00 Loop and Patent Socket

"Borden's"– Reaping Hooks
"Little Giant" Reaping Hooks



Wood Hay Rake
Wood Bows—Straight
" " —Bent
Iron Bows—Straight
" " —Bent

"Samson"
Reaping Hooks

For Fuller particulars see our Hardware Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

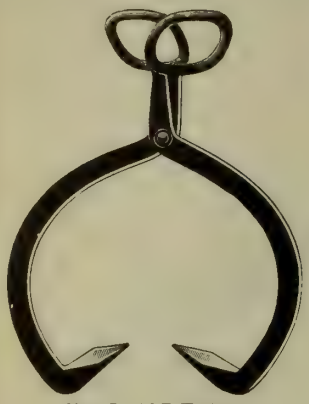
Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

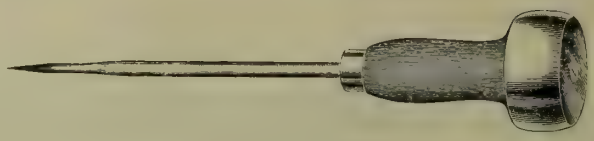
Our Prices are Right

SUMMER GOODS



No. 2—ICE TONGS

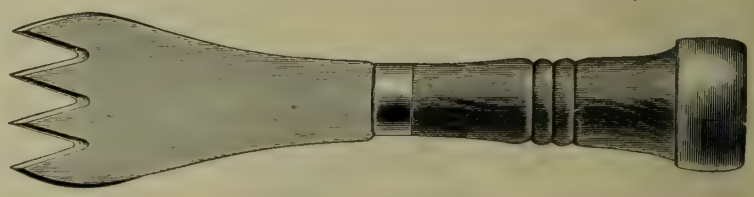
No. 104—ICE PICK



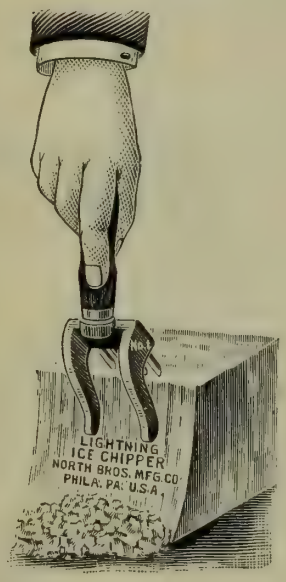
No. 1040—ICE PICK

THE "JAXON" ICE TONGS

"LITTLE GIANT"

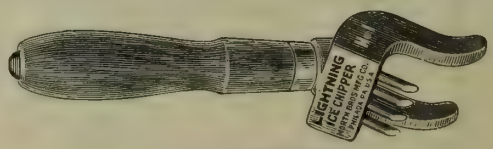


No. 1897—ICE CHISEL



No. 1—ICE CHIPPER IN USE

"CEM" ICE SHAVE



No. 1—ICE CHIPPER

"GEM" ICE SHAVE IN USE

Do you carry this line in stock? If not write us and we will be pleased to quote you our best prices. They are all good sellers. Ask our travellers to quote.

For fuller information see our Catalogue.

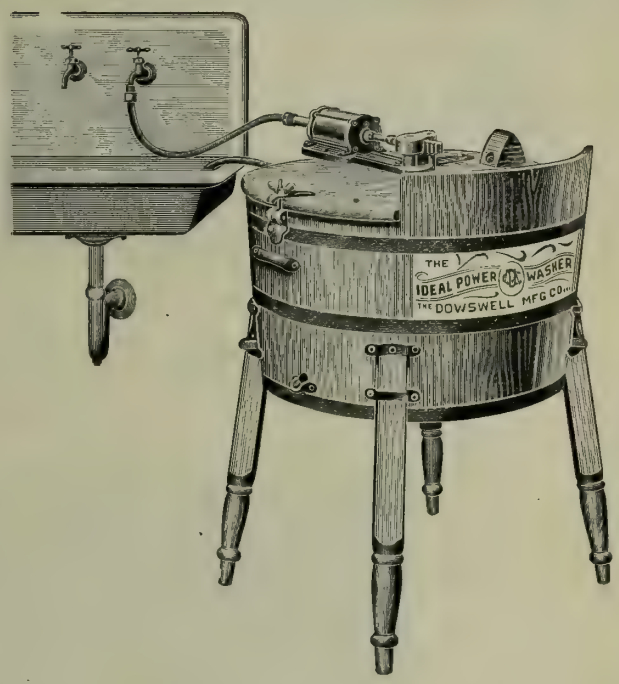
FROTHINGHAM & WORKMAN, Ltd.

F.&W.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

A Modern Labor Saver



The **Ideal Power Washer** is a machine that runs itself. The motor is propelled by water pressure, such as is maintained in any water works system, and is connected to the faucet by an ordinary rubber hose. The water, after passing through the motor, is as clean as when it comes from the faucet, and may be used for rinsing or any other purpose.

All working parts that come in contact with water are made of best quality brass; the rack and pinion are cut from the solid bar, and a roller-bearing on back of rack eliminates friction, insuring smooth and noiseless running. Valves and springs are the simplest and best that good materials and expert mechanics can produce.

The tub is made of the very best materials, thoroughly water tight and strongly bound with steel hoops. All fittings are of steel and malleable iron, thoroughly rust-proof and handsomely finished.

You should have the **Ideal** in your stock. It will be a great seller.

Write us for prices, or ask our travellers.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street, QUEBEC. FRASERVILLE.

Established 1820 F. Joyce & Co., London, Eng.

The Hunters of Big Game

make our ammunition their first choice—because of the

RELIABILITY,
THE LIGHT RECOIL,
and UNERRING KILLING POWER.

Stock the brands that will be asked for repeatedly

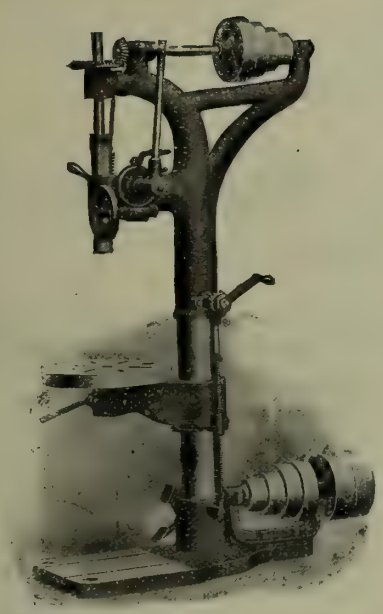
WALTHAMS, NITROS, BALLISTITES, IDEALS.

The Hunting Season is at hand with its big demand for our cartridges. **Will you supply this demand?**
Our cartridges bring new customers to your store, the old ones will come back and **there's money in it for you.**
They fit any gun of standard make. Made by F. Joyce and Co., Limited, London, Eng., for nearly a hundred years.

J. H. ROPER, Sole Agent for Canada
82 St. Francois Xavier St. - - Montreal

If your nearest jobber does not keep them write direct.

A DRILL BARGAIN



FAIRBANKS No. 101 DRILL
20 inch with combined
wheel and lever feed.
THE LATEST DESIGN

¶ We have just had 100 of these drills made in our Canadian Factory.

¶ These machines are ready for delivery and must be sold quickly.

¶ We have fixed a price that will interest any user of machinery. While they last **$75.00**

A MODERN DRILL PRESS AT A POSITIVE BARGAIN

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER

BUY CANADIAN MADE GOODS

We can SAVE you money on:

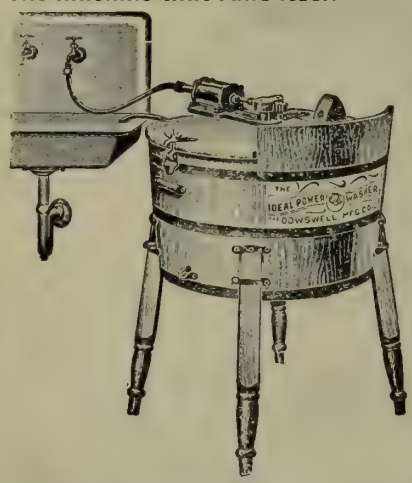
RIVET SETS,
HAND GROOVERS,
SOLID PUNCHES,
HOLLOW PUNCHES,
CUTTING NIPPERS,
BENCH SHEARS,
PIPE SHEARS,
ROOFING TOOLS,
HAMMERS,
SNIPS,
VISES,
FIREPOTS.

THE BROWN, BOGGS CO. Ltd., Hamilton, Can.

PRESSES, DIES, TINSMITH TOOLS.

A PAIR OF MODERN LABOR SAVERS

The machine that runs itself — *Their Equal Not Made Yet.* — *and* — *The next thing to it*



Perfectly Simple and Simply Perfect

The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

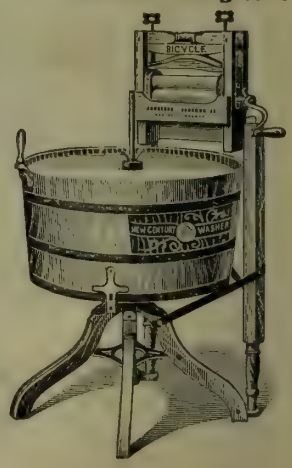
DEALERS

This line is a powerful asset and one you cannot well afford to overlook.

The Dowswell Mfg. Co. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que. Eastern Agents.



New Century Style "B"

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

Davidson's

"Colonial" and Premier Brands

OF ENAMELLED WARE

Convince yourself of the quality and you will find it's the ware that will interest your customers.

Made in colors that are pleasing and attractive and has a smooth and glossy surface.

The enamel is as hard as flint and stands hard usage.

Davidson's "Empire" Stove Pipe

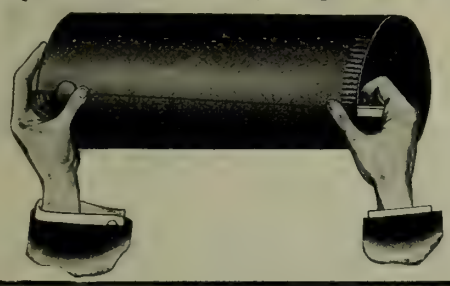
IMPROVED PATENT

Simple and easy to put together.

The only tools required are a pair of hands.

Neatly packed in crates of 25.

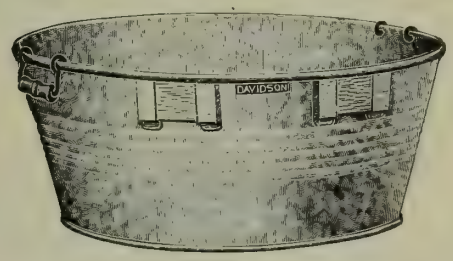
Secures lowest possible freight rate.



WASH TUBS—Galvanized

With WRINGER ATTACHMENT—Made in 3 sizss

Numbers	1	2	3
	Inches		
Top measurement	21½	22¼	25
Bottom "	17⅞	18¼	20
Height "	9½	10½	11



Are you acquainted with this line? **It's an excellent seller.**

UNBREAKABLE TINNED STEEL HOLLOW WARE

DEEP STOVE KETTLE
Sauce Pans, from 2 to 8 quarts

Made of Extra Heavy Steel Tinned Inside

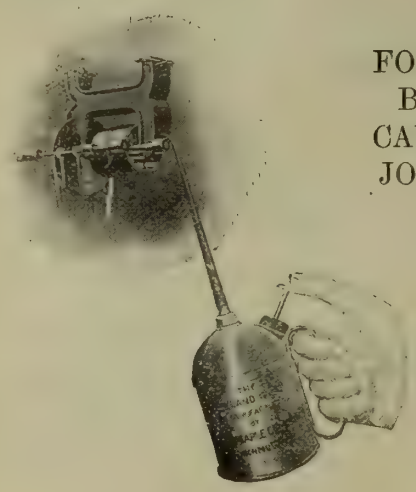
SEAMLESS BODY TEA KETTLE

Lighter and more easily handled than Cast Iron

ROUND POT
Round Pots, from 4 to 18 quarts

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

Do You Know What A Hinge-Stay Is?

Send for our catalogue which explains just why the Hinge-Stay makes

—THE—

"DILLON"

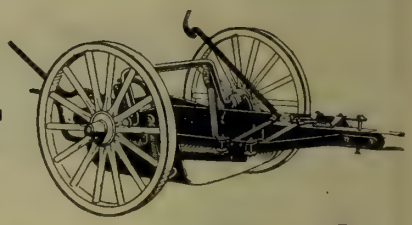
Hinge-Stay Field Fence

the most profitable fence for you to handle!

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by
Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberoromble Hardware Co., Vancouver



The Meaford Wheelbarrow Co., Limited

MEAFORD, - ONT.

Manufacturers of Pressed Steel Drag Scrapers, Square Box and Pressed Bowl Wheel Scrapers. Wheelbarrows all styles in Wood and Steel for Gardens, Railroad, Brickmakers, Stone Quarry and Foundries, Warehouse Trucks, Store Trucks, Platform and Factory Trucks, Baggage Trucks and Express Wagons.

Write for new catalogue and prices.

SELLING AGENTS:

For Quebec and Maritime Provinces:
Alexander Gibb, 13 St. John Street, Montreal

For Manitoba, Saskatchewan and Alberta
Bisset & Loucks, 151 Notre Dame Street, Winnipeg

For British Columbia:
John Burns, 313 Water Street, Vancouver

TRADE MARK

Canada Screw Co., Limited

Toronto Hamilton Montreal

Makers of

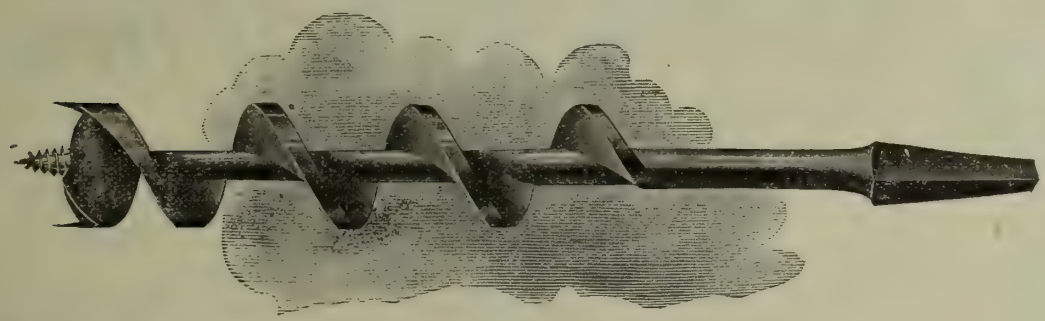
WOOD SCREWS
TACKS
WIRE NAILS

Stove, Sink, Tire & Sleigh Shoe Bolts, Bright Wire Goods, Iron Brass and Copper Rivets and Burrs, Machine Screws, Staples, Corrugated Fasteners, Wire—Bright, Coppered, Tinned, in coils and cut to lengths.

RAPID AUGER BITS

are made of a special grade of tool steel and are all equipped with our patent Guide Point.

SEND FOR CATALOGUE



The Rapid Tool Company, Limited - Peterborough, Ont.

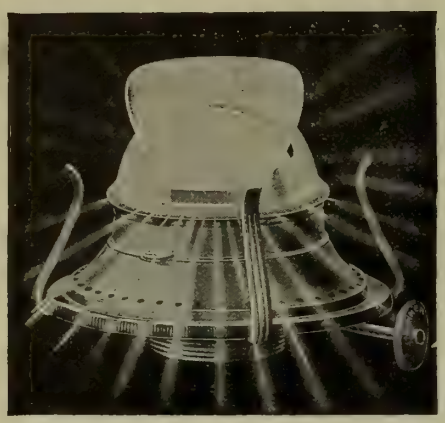
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



Glass Cone Lamp Burners

BANNER TRADE MARK

Give ⅓ more light, and consume ⅓ less oil. Full benefit of flame down to the very wick top. Will last five times as long as a common burner.

Can be kept clean and as good as new always.

Can be used on any ordinary lamp. Write for catalogue No. 10, showing complete line of Lanterns and Burners.

Orders solicited through the wholesale trade.

ONTARIO LANTERN & LAMP CO., Limited,
HAMILTON - ONT.

GLASS CONE SAVES MONEY

IT PLEASES YOUR CUSTOMERS EVERY TIME

1892 **16 YEARS** **1908**

RUBEROID ROOFING

Trade Mark Registered

SUPERIOR EXCELLENCE

It is a recognized fact that Ruberoid Roofing is superior in quality to any other of the many prepared roofings on the market.

There is a reason for this. And the reason is that only the highest grade raw materials are used in its manufacture; thus the uniform and superior quality of Ruberiod Roofing is maintained from year to year.

Ruberoid Roofing cannot be approached by any other roofing of the same nature for durability in all climates; and what better proof of its durability can be adduced than by instancing the fact that roofs of buildings ***covered*** with Ruberoid Roofing ***sixteen years ago,*** are in existence at the present time in perfect condition.

Do not be misled There is but ***one*** ***Ruberoid Roofing***

Each roll of which is warranted to be of guaranteed excellence and uniform quality.

Write for samples and prices

The Standard Paint Co., of Canada, Ltd.

MONTREAL. **Factory, HIGHLANDS, P. Q.**

Auto Spray

Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Good Tools and Modern Methods

will enable you to meet the keenest competition.
If you find your competitor is cutting under your prices, do not jump to the conclusion he is losing money; he may be using more modern tools and time-saving methods, and it is just possible he is making more money than you are. Every issue of

Plumber and Steamfitter of Canada

contains suggestions and ideas which have been tried out and found successful, and which it would pay you to adopt. New tools are described and an unprejudiced opinion given by our Editors as to the advantages to be gained by using them.

Published twice a month. Subscription price $1.00 per year. If you are a subscriber of Hardware and Metal you can secure the paper for 50c. per year.

Plumber and Steamfitter of Canada

MONTREAL TORONTO WINNIPEG

When writing advertisers kindly mention having seen the advertisement in this paper.

"Duty" Calls You

to cash up some of your profit every time you buy a consignment of imported goods. It really is quite unnecessary for you to lose your money that way. Our line of Emery and Corundum

Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones, etc.

are as sound in quality and attractive in appearance as the very best imported lines, and

OUR PRICES ARE LOWER

Might as well send for our Catalogue.

Canadian Hart Wheels, Limited
Hamilton, Canada

BAR IRON

LONDON BARS are of uniformly high quality throughout every inch. No bar iron in the world is more reliable. May we send you quotations? Our prices are close and our deliveries extremely prompt.

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

The Quality Line

of Drop Forged Wrenches is the "W. & B." because the material is of highest quality and especially selected for the manufacture of Drop Forged Wrenches.

All forging is done by Hammer men of long experience in this class of work, careful attention is given each detail of milling, hardening and finishing, and we produce Drop Forged Wrenches of greatest strength, absolutely accurate and of handsome appearance.

The "W. & B." is the line to use and the line to sell.

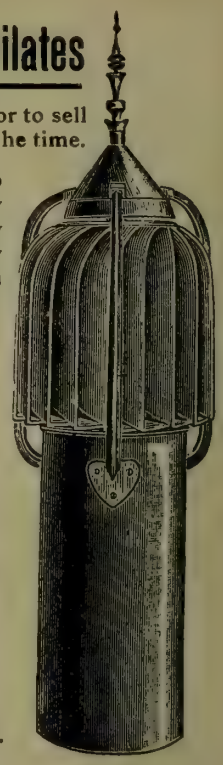
CATALOGUE No. 66 GIVES COMPLETE LIST

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office

ST. CATHARINES, - - - ONTARIO

A Ventilator That Ventilates



It is important in selling a Ventilator to sell one that keeps in order, that works all the time.

AEOLIAN VENTILATORS are so skilfully constructed and so nicely balanced that they are driven not only by the slightest current of air, but by the difference of temperature within and outside the building.

We allow dealers a liberal profit.

Testimony

Montreal, June 7th, 1901

Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Write for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL

"Imperial"

There are **four** things about this pump worth noticing.

1st.—It is anti-freezing, having a long set length, and three way pipe being at the bottom of set length.

2nd.—It is furnished with an inch plunger tube, with three plunger buckets instead of stuffing box.

3rd.—The three way lever is on top of the spout and always handy for use.

4th.—It is rigid and solid in every way.

Write for Catalogue of Pumps and Scales. We have a full line. Also Elevators, Trucks, etc.

AYLMER PUMP & SCALE COMPANY, Ltd.

Successors to

AYLMER IRON WORKS COMPANY, Ltd.

Aylmer, Ontario

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

We also manufacture:

Iron and Steel Wire,
Barb Wire,
Galvanized Wire,
Barbed Spring Fencing,
Brass Wire,
Copper Wire,
Staples,
Jack Chain,
Spring Cotter Pins,
Flat Cotter Pins,
Wire Barrel Hoops,
Strand Wire.

WIRE NAILS
WOOD SCREWS
BRIGHT WIRE GOODS
HAY BALING WIRE

If you will favor us with your next order for our goods, we will do our best to please you.

PROMPT SHIPMENTS

Do You Know

What This Is?

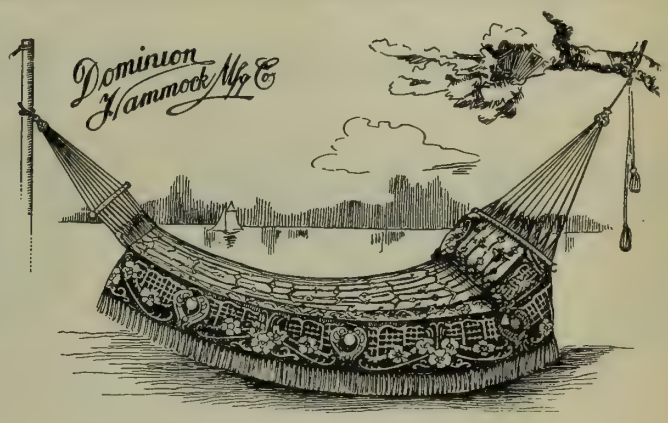
It is the

Forsyth Metal Half Chain Guard

The best chain guard ever invented. It is light, strong, handsomely nickel-plated, attractive, and is really **very easily attached** to any frame angle.

Forsyth Manufacturing Co.

BUFFALO, N.Y.



Will you please favor us with a request for one of our latest hammock catalogues (free). It is now time for you to get these goods in stock.

DOMINION HAMMOCK MANUFACTURING COMPANY

DUNNVILLE, ONT.

The Sale of Lighting Fixtures

depends upon a combination of artistic attractiveness, practical utility and price economy. Every fixture we make is a perfect combination of these three qualities.

May We Send You Our Catalogue?

The Barton Netting Company, Limited

Mantles, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc. 38 Ouelette Ave., Windsor, Ontario

CHILD'S SET

ATTRACTIVE HELENA PATTERN

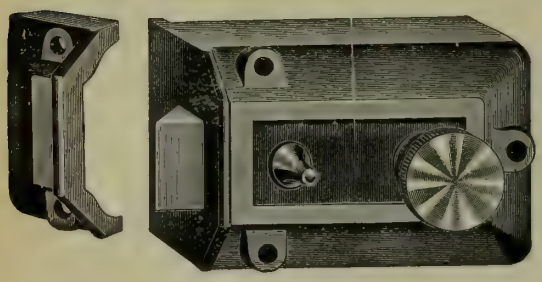
This line will suit those of your customers who want a really useful set put up with plated steel knife.

THE McCLASHAN, CLARKE CO. Ltd.
Niagara Falls, Canada

AGENTS J. MACKAY ROSE, 88 McGill Street, Montreal, Que.
N. F. CUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP
291 Portage Avenue, Winnipeg, Man.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

More Structural Steel Is Used

every year than was used the year before. That's because steel is rapidly supplanting wood for building purposes. Are you among the prosperous hardwaremen who are taking orders for **Structural Steel?** Better get in line! It'll pay you to keep in touch with locally contemplated building operations, with a view to getting the **Structural Steel** orders. We will quote you close prices on Structural Steel, and supply you with any information you require to close business.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Satisfaction Guaranteed **A MARK OF QUALITY** Prompt Delivery

LION TRADE MARK BRAND

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville.

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sa'e.' as I have sold satisfactorily, through the assistance of your valuable paper."

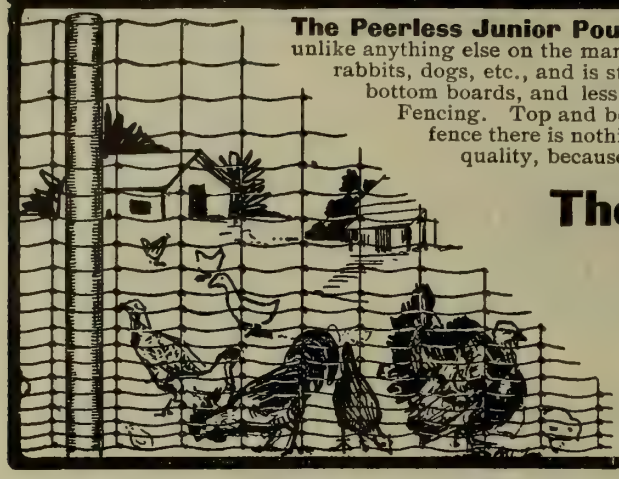
The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal
Montreal Toronto Winnipeg

AGENTS: W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
J. R. BAXTER & CO., 102 St. Antoine St., Montreal.

PEERLESS JUNIOR POULTRY FENCE



The Peerless Junior Poultry and Garden Fence is in a class by itself, being unlike anything else on the market. It is woven close enough to turn small chickens, rabbits, dogs, etc., and is strong enough to turn large animals. It requires no top or bottom boards, and less than half the posts required by the ordinary Poultry Fencing. Top and bottom wires are No. 9 hard steel. As a general-purpose fence there is nothing obtainable that will fill the bill so well, and its lasting quality, because of its extra strength, makes it

The Most Durable Poultry Fence You Can Buy

Peerless Junior Fence has double the strength that would ever be required of it. It has a breaking strain of at least 8000 lbs. Don't you think it is just the fence you want? For prices and further particulars, drop us a card.

THE BANWELL-HOXIE WIRE FENCE CO., (Ltd.)

Dept. J , Hamilton, Ont. **Winnipeg, Manitoba**

"YANKEE" ROLLER SNAP

THE ONLY ROLLER SNAP WITH A BRASS LEVER SPRING

THE BEST "SNAP" FOR THE BREAST STRAP

Sizes 1¼ 1½ 1¾ 2 inches

Strongest and Safest. Cost You No More

COVERT MFG. CO., TROY, N.Y.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Preserving Specialties

With the preserving season close at hand, and indications pointing to a phenomenal fruit yield, it will be well for you to make up your specification at once. On this page will be found the essentials for the preserving season. Our range of Specialties is both extensive and appropriate.

Lipped Sauce Pans

Canada and Imperial Enamelware

Nos	10	12	14	16	18
Quarts	¾	1	1½	2	2½
Dim., ins	4⅞x2½	5½x2¾	6⅛x2¾	7½x3½	8¼x3¾
Size of Pot Cover			7	7½	8

Nos	20	22	24	26	28	30
Quarts	3	4	5	6	7½	10
Dim., ins	8¾x3¾	9½x4¼	9⅞x4¾	10¼x9¼	11½x5½	12½x5⅝
Size of Pot Cover	9	9½	10	11	11½	12½

Covers not supplied unless at extra price.

Nos. 24 and smaller have lips on both sides. Larger sizes have one lip only.

Also made in stamped tinware, sizes, 9, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30.

Lipped Preserving Kettles

Canada and Imperial Enamelware

Nos	16	18	20	22
Quarts	2	2½	3	4
Dim., ins	7½x3½	8¼x3¾	8¾x3¾	9½x4½
Size of Pot Cover	7½	8	9	9½

Nos	24	26	28	30
Quarts	5	6	7½	10
Dim., ins	9⅞x4¾	10¾x5¼	11½x5½	12½x5⅛
Size of Pot Cover	10	11	11½	12½

Nos	32	34	36	40	50
Quarts	12	14	16	18	30
Dim., ins	13½x6	14x6¼	14⅝x6½	16½x7	17½x8⅝
Size of Pot Cover	13½	14	15	16½	17½

Covers not supplied unless at extra price.

Also made in stamped tinware, sizes, 16, 18, 20, 22, 24, 26, 28, 30.

Scoops

Imperial Enamelware.

Nos.	20	30	40
Length of Bowl, ins.	6½	7⅜	9

Also made in Stamped and Pieced Tinware.

Raisin Seeder "X-Ray"

Positively removes every seed. Simply drop the raisins into the machine, turn the crank and the raisins will come out one side and the seeds out the other. Always adjusted. You cannot use it wrongly.

Fruit Funnels

Imperial Enamelware.

Nos.	1	2
Diam. of bottom tube, ins.	1½	2

Also made in Pieced Tinware.

Liquid Measures

Imperial Enamelware—Government Stamped.

Sizes, pints	½	1	
Sizes, quarts	1	2	4

Also made in Pieced Tinware.

Cullenders

Pieced Tinware.

"Gem" diam., ins	9½
Large, diam., ins	11½

Also made in White, Canada and Imperial enamelware and retinned stamped ware.

Fruit Presses

Round.

"Henis."

Basting Spoons

Retinned Heavy.

Length, ins.	10	12
Length, ins.	14	16

Forged—Retinned.

Length, ins.	10	12	14	16

Also made in White, Canada and Imperial enamelware.

Mincing Knives

"Sensible."

Can be taken apart for sharpening.

No. 40

Steel.

No. 77

Black Wood Handles.
Single and Double Blade.

No. 10
No. 21

White Wood Handle.
With Single and Double Blade.

No. 22
No. 33

Paring and Slicing Knives

"Safety."
Flat and Half-round.

Length, ins. 6

"Champion."

The "Champion" pares, slices and cores, and is made of steel and half-round in shape.

Box Graters

Extra Large—No. 10.

Fruit Strainers

With Mashers—Wire Handles.

Diam., ins. 6¾

Skimmers

Stamped Ware.
Flat Handles—Retinned.

Nos.	12	13
Inches	4⅞	5⅝

Black Wood Handles—Retinned.

Nos.	24	25
Inches	4⅞	5⅝

Also made in White, Canada and Imperial Enamelware.

Bowl Strainers

Extension.

No. 2
Diam., of bowl, ins. 6

Wood Handles.

Nos.	3	4
Diam., ins.	5	5½

Wire Handles.

Nos.	0	1	2
Diam., ins.	4	4	5

Meat Choppers

"National"
Three sizes of Cutters.

Nos.	20	30	40

Cutting parts of forged and tempered steel, cuts cleanly and does not mash or grind; cuts meats, raw or cooked; cuts vegetables, fruits, nuts. No other food cutter cuts meats and vegetables so well.

CUTS.

Cabbage Apples Carrots
Celery Potatoes Onions
Cheese Corn, Figs Citron

And everything else that a chopping knife will cut.

Necessary in preparing materials for hash croquettes, sandwiches, soups or fritters.

ORDER TO-DAY

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B. HAMILTON CALGARY

"ARTISTIC"

GAS AND ELECTRIC

FIXTURES

All goods of our own Design and Manufacture. We make a large variety of these goods, from the plain kitchen Pendant, to the elaborate Drawing Room Fixture. Our higher class Fixtures will be found much lower in price than the imported article.

The JAMES MORRISON BRASS MFG. CO., Limited, 93-97 Adelaide St., West TORONTO

These Three Names:
Empire, Imperial and Champion

signify the very highest quality in

Axe Handles

They are made of the cleanest, toughest hickory that money can buy. Shaped to absolute perfection, and finished in that workmanlike manner which leaves nothing to be desired. We ship them in individual sacks, each handle neatly labelled, thus permitting you to attract customers by neat appearance as well as sound quality.

List and Discounts on Request.

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

Clean, Cold Water

is a summer necessity. Naturally, there is a large demand among all kinds of public institutions and private citizens for up-to-date water coolers and filters. The

Excelsior

COOLER and FILTER

is only one item of our extensive line.

Get Our Catalogue

We make high-grade Filters, etc.

Buffalo Mfg., Co.
BUFFALO, N.Y.

Canadian Representative
H. F. McINTOSH & CO.
51 Yonge St., TORONTO

ESTABLISHED 1840

Nelson's Pansy Broom

Best Material

Best Workmanship

Made for the best class of trade.

Send for Illustrated Price List

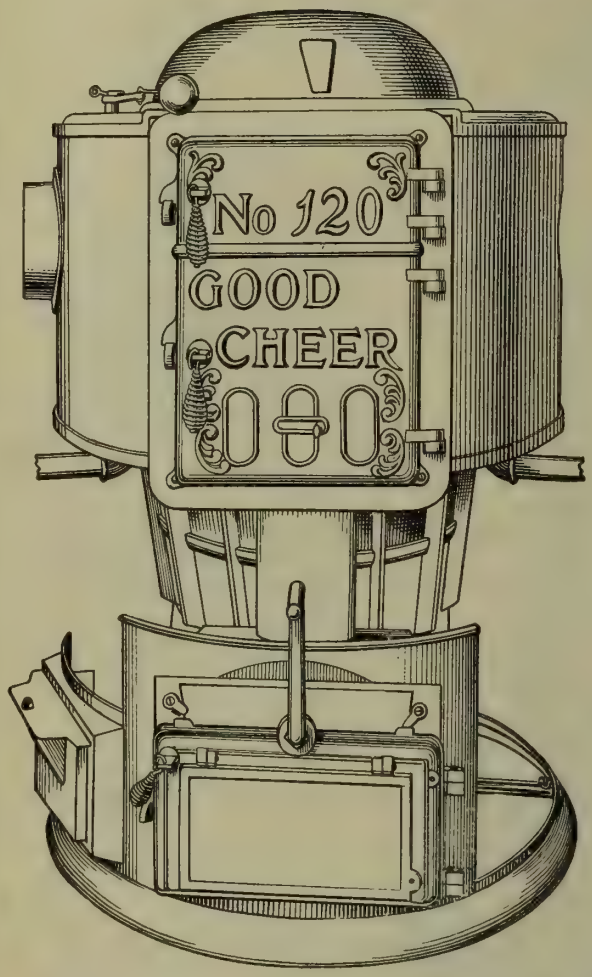
H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto

Factory:
15, 17, 19, 21 Jarvis St.

"GOOD CHEER" FURNACES



There are no furnaces to-day which offer so much real value in good honest work as these.

Your customer wants the furnace that will give the most heat for the least fuel; one so strong and durable that it will not burn out, but will last for years. A satisfied customer is a mighty good advertiser, and Good Cheer Furnaces must be filling the bill, for dealers who are handling them say that the furnace trade now comes to them without solicitation.

The "Good Cheer" has the necessary weight to make it durable and it also has the constructive features which guarantee efficiency and economy, such as

Cast iron tube radiating principle. Tubes surround fire chambers and form most powerful heat producers.

No sheet steel exposed to direct action of fire, being used only in outside jacket of radiator.

All steel set in genuine cup joints, positively gas and dust tight.

Common sense, positively unblockable and most easily cleaned flues.

Large combustion chamber, affording ample space for combination water heating attachment if required.

Large double feed doors with smoke shield.

Roller grates for either hard or soft coal. Also a wood grate.

Roomy ashpit, waterpan, dust flue, direct draft damper, automatic gas damper and **AIR BLAST FUEL ECONOMIZER.**

Made in 4 sizes, 16, 18, 20 and 24 inch, firepot diameter.

The Jas. Stewart Mfg. Co. Limited

WOODSTOCK, ONT.

Western Branch—JAMES ST., WINNIPEG, MAN.

Golden Nugget

NOW ON SALE

Gurney's New Steel Cook

¶ New *reversible* grate—away ahead of the duplex, for any kind of coal—comes out without disturbing the linings.

¶ Removable linings.

¶ Wood grate with each stove.

¶ *Pressed steel* heavy top rim—no more shipping breaks.

¶ Big copper reservoir, which packs inside the oven.

¶ Extra large oven, and asbestos-lined body throughout.

¶ High warming closet.

MADE ALSO WITH BASE INSTEAD OF LEGS, IF YOU WANT IT

AND THE PRICE—Well it's sure to interest you.

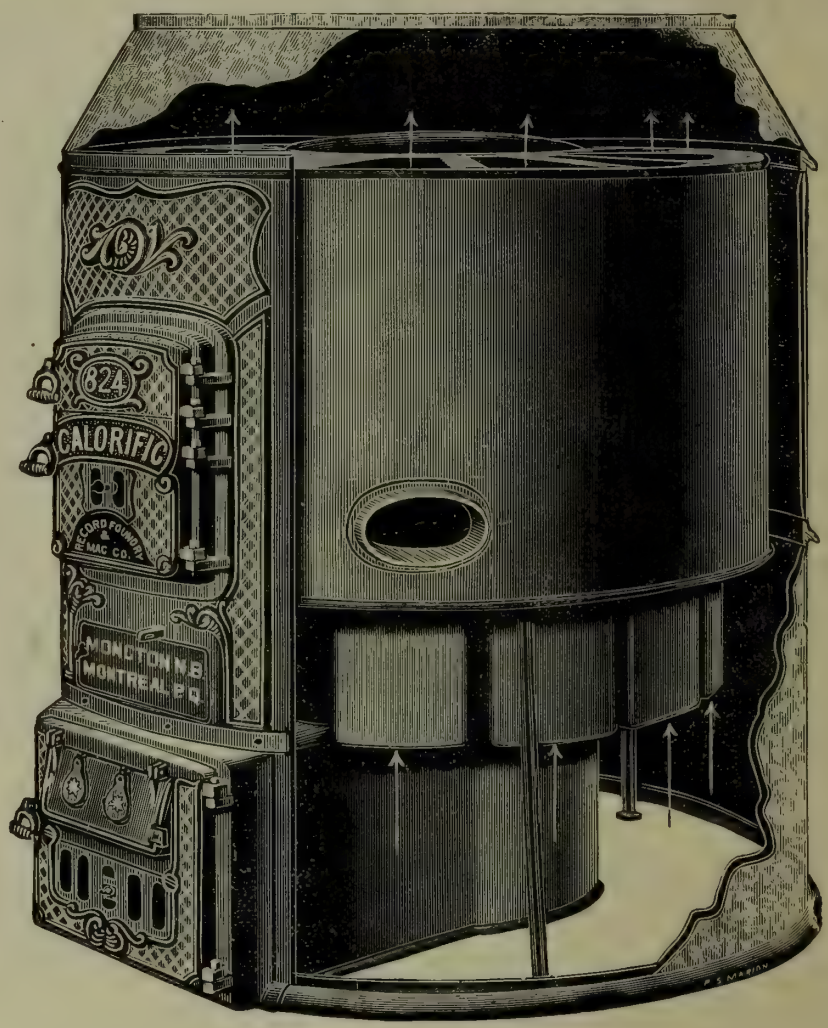
Drop a card to our nearest branch to-night and see about this before your competitor gets the agency.

The Gurney Foundry Co., Limited, Toronto, Hamilton, Vancouver
The Gurney-Massey Co., Limited, Montreal
The Gurney North-West Foundry Co., Limited, Winnipeg
The Gurney Standard Metal Co., Limited, Calgary and Edmonton

Backed By A Guarantee

A Money-Back Proposition

That's what we do with the Calorific Furnace.
Its leading features are: Positive circulation of warm air.
Cold smoke pipe ensuring no waste of heat or fuel.
It has more radiation than any other furnace on the market and will last longer.

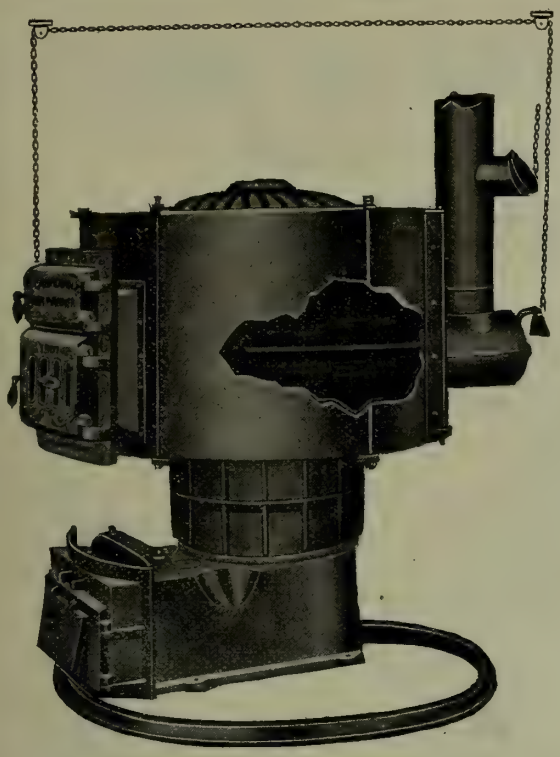


If this furnace does not accomplish ALL that we claim, we refund your money. What more do you want? Let us send you further particulars. Ask us for our new handbook on heating. For sale by the MacLean Publishing Co's Book Dept.

The Record Foundry & Machine Co.
LIMITED

Factories: Montreal and Moncton, N.B.

Sales Agencies in Moncton, Montreal, Toronto, Winnipeg, Calgary, Vancouver and St. John's, Nfld.



Canadian Air Warmer

Easily the best furnace of its kind on the market !

Note carefully the reversible flue and long fire travel !

A distinctive feature is the perpendicular fire pot, which prevents ashes from accumulating along the sides as they do in an ordinary tapering fire pot.

It has an extra large heating surface and circulating capacity for warm air.

The Can. Air Warmer burns any kind of fuel properly. Special grates provided for Hard and Soft Coal and Wood.

Write To-day for our Booklet.

The James Smart Mfg. Co., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.

LACKAWANNA FURNACE

LACKAWANNA
A Very Powerful and Economical Furnace

Built Like an Engine and Works as Perfectly as One

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

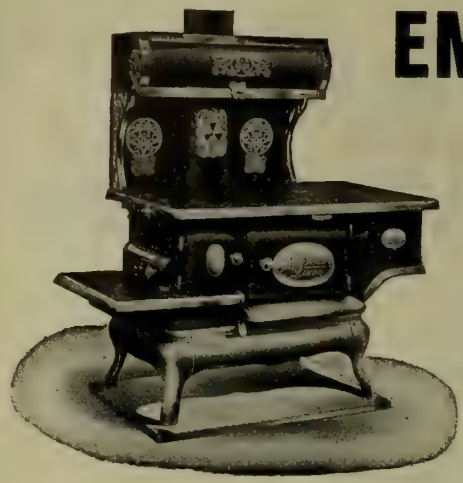
A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.

Limited

OTTAWA - ONT.

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot



EMPIRE STOVES and RANGES

ARE THE LEADERS FOR PROFIT

THE EMPIRE QUEEN RANGE

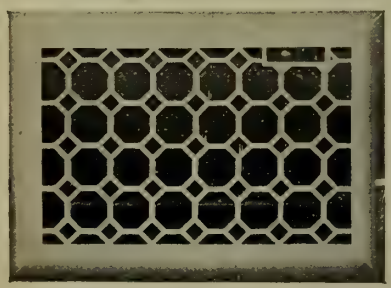
is by long odds the best iron range on the market. Perfect in construction. Special baking draft forcing heat twice around oven. Latest Duplex Grates, separate grates for wood, simple and easily interchangeable. Castings are smooth, well-proportioned and flawless. Deep ashpit so constructed that no ashes can fall outside the ashpan. Handsome nickel trimmings easily cleaned. Heats water quicker than any other range on the market. Made in eight distinct sizes, handsome in design, strong and durable, suited to the various popular requirements.

GET OUR LIST WITHOUT DELAY

Canadian Heating and Ventilating Co.

Owen Sound, Ontario Limited

The Practical Money-Saving Novelty

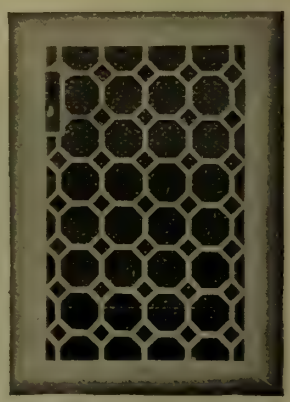


The Reversible Wafer

The same Register sets

BOTH WAYS

Can be changed from horizontal (across) to vertical (upright) in 30 seconds—made in Moorish, with cast face, or PLAIN LATTICE, all wrought steel.



FERROSTEEL COMPANY, - Cleveland, O.

Wrought Steel Registers

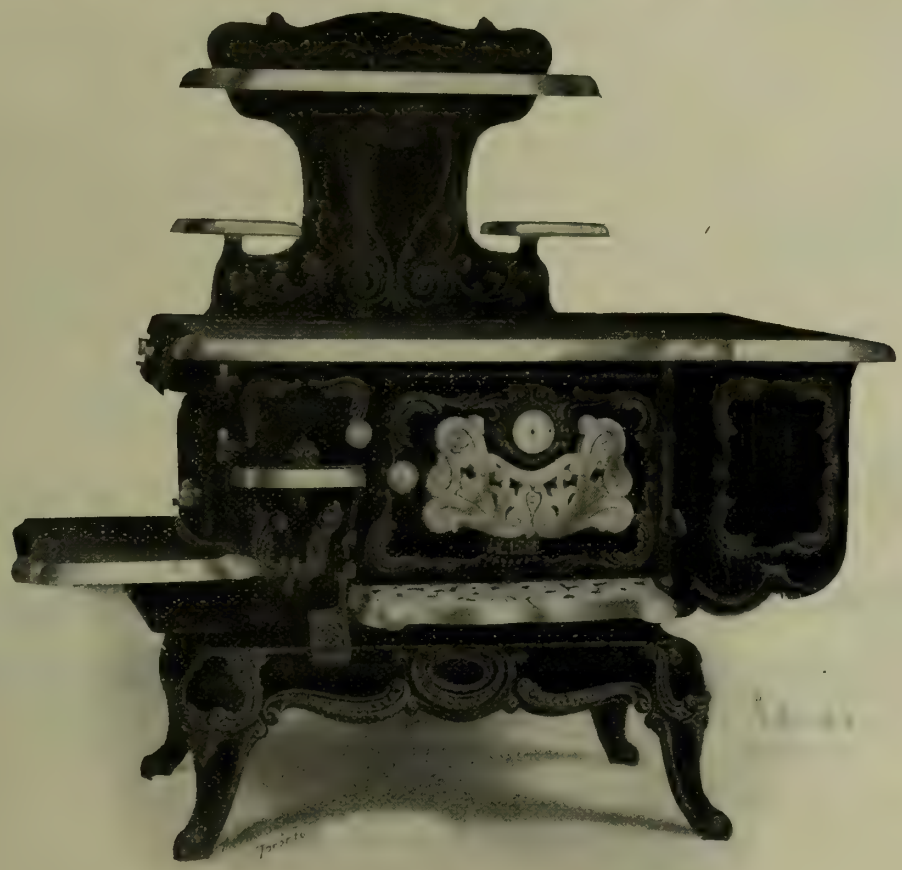
Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

H. & C. No. 100

HART & COOLEY CO.

New Britain, Conn., U.S.A.

THE STERLING
PREMIER RANGE



A Business Proposition

If you can sell a thorough high-grade range with a reservoir and high shelf for $35.00 and make as large a profit on it as on another range which must be sold for $45.00, then you have a good proposition to offer to your customers, and an exceptionally good one with which to meet competition. This is the position that we can place you in by using the **STERLING Premier Range.**

Write for prices and our Catalogue illustrating our line of Ranges, Heaters, etc.

The Down Draft Furnace Co., Ltd.
Galt, Ontario, Canada

ESTABLISHED 1873

T. S. HALL

Sheet Metal, Hollow-ware Manufacturer and Tinplate Merchant

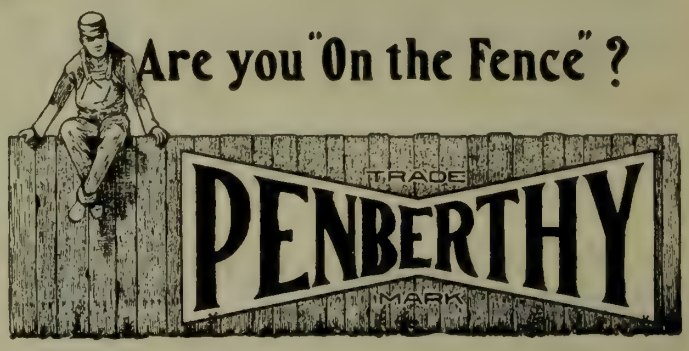
Tinplates cut to any size, or blanked out in any section.
TIN, ZINC, BRASS, COPPER, IRON and SHEET METAL WORKER.
Specialties in Tin and all kinds of Metal Work.
Machines, Tools, Dies, Etc., for Tin and Sheet Iron Workers.
Manufacturer of MILKING BUCKETS, MILK COOLERS, CHEESE TUBS, STOVE URNS, STOVE BAKING PANS, GALVANIZED BUCKETS, COAL HODS, Etc. REFRIGERATOR PANS.
WASHING BATHS (New Up-to-Date Pattern).
Hall's Universal Puttyless Skylights.
Galvanized Sanitary Dust and Garbage Bins. Patent Gas Soldering Iron.

Forward enquiries to any office of HARDWARE AND METAL at Montreal, Toronto, Winnipeg or Vancouver or write direct

Redcliff Street and Thomas Street, BRISTOL, ENGLAND

Quotations given for anything upon specification. F. Heaven, representing this firm, is at present travelling in Canada.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



"You need not be if you are looking for the best line."

Every hardware dealer should stock a line of our goods, they satisfy.

WE MAKE

Injectors, Ejectors, Oil Cups, Grease Cups, Whistles, Lubricators, Air Cocks, Water Gages, Gage Cocks, Etc.

Penberthy Injector Co., Ltd., Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

Hello Central! give me Mr. Blank. Hello is this Mr. Blank? Yes! Can you tell me who makes- - in Canada. one minute , lease. Hello—The Canadian Industrial Blue Book gives half a dozen makers, guess you haven't got one, or you would not have to bother your friends, and keep the wire hot with your breath asking such questions, better write

THE MANUFACTURERS' LIST CO.,
P.O. Box 334, TORONTO

Price $5.00, July Bargain $1.28. Merchants Trade Only.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger. Limited, special New York representatives 106-110 Lafayette Street.

CHECK BOOKS

FIRE ESCAPES.

James & Reid Improved Folding Fire Escape and Roof Ladder.

Reasonable in price and of simple construction. Made of 3/8 round, high-grade stee . Sections and hooks 12 inches long.

Write for further particulars.

JAMES & REID. Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring. and has twice the wear. In use throughout G eat Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

Ship, Yacht and Boat Fittings.

Davey's Patent Windproof Ship Signal Lamps

Ship, Yacht and Boat Fittings of all kinds.

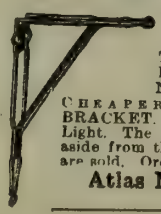
DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and 6opper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

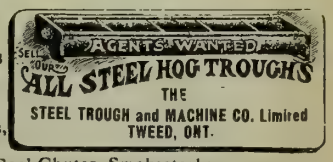
SPRAYERS.

The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin. Manufactured by

THE COLLINS MFG. CO., - TORONTO

TANKS.

Steel Tanks
All Kinds
Stock Tanks
Steel Cheese Vats, Thresher's Tanks, Water Troughs, Feed Cookers,



Grain Boxes, Coal Chutes, Smokestacks.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

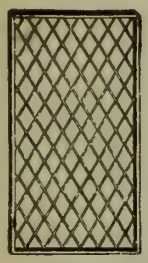
Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS , U.S.A.
General and special Wire Hardware
Write us for prices
New York Office. - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

GLUES, GELATINES AND SIZE

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY AND VALUE

cannot be excelled

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect **all** the items of information appearing in Canadian newspapers about any subject **you** are interested in. Our service is thorough. We don't miss an item. If you want **all the current information** about a pet subject, we can supply it at the lowest cost. By using our service you can **keep posted** on any subject.

WRITE FOR OUR FREE BOOKLET.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill St., Montreal. — 10 Front St. E., Toronto.

THREE REASONS WHY

you should handle

"Diamond" Brand Fittings

They are guaranteed perfect in MATERIAL, THREADING AND FINISH.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

ELECTRIC FAN MOTORS

FOR

Direct or Alternating Circuits

are a good side line for hot weather.

Write for Catalogue and trade prices.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

FLAT BRIGHT
COLD ROLLED STEEL

We can supply flat Bright Cold Rolled bessemer steel, coppered, tinned or galvanized, in coil, or cut to any desired lengths, to the most exacting specifications, and guarantee to produce a perfectly true and homogeneous steel, free from all surface defections, suitable for fine plating work, made in five styles of edges and seven classes of tempers, from the hardest for facings, to the softest for difficult cuppings.

Your Enquiries Solicited.

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL

BLACK JACK

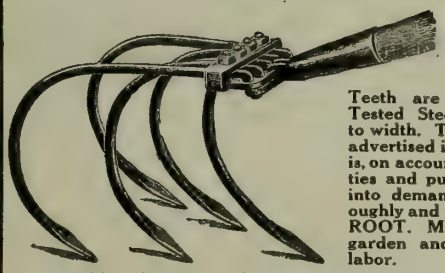
WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb.tins—3 doz. in case

"BUCO" GARDEN CULTIVATOR



Handle 1-2 feet long

Teeth are Oil Tempered and Tested Steel Springs, adjustable to width. This tool is being largely advertised in the rural papers, and is, on account of its excellent qualities and publicity, coming largely into demand. Loosens soil thoroughly and takes all weeds out by ROOT. Makes a clean, healthy garden and saves immensely on labor.

Manufactured only by

BAILEY-UNDERWOOD CO., Ltd.
NEW GLASGOW, N.S.

It's easy to get a **NICE CABINET LIKE THIS.** How? Simply by ordering a set of

J. A. HENCKEL'S
TWIN BRAND RAZORS

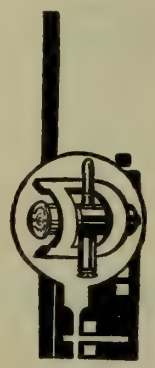
It's more than hali the selling battle to have goods **NICELY DISPLAYED.**

That is why **OUR** Cutlery display **CABINETS** are so well liked **ALL OVER CANADA. THEY** are **SILENT SALESMEN;** they look **FINE** and they represent goods which are leaders.

Drop us a card or write your nearest jobber.

F. W. LAMPLOUGH & CO. 9 Debresoles St. MONTREAL

Our Daily Paper Ads. Help Retailers. Write to us.



Far Off Hills Look Green

You are only human!

There is a very human prejudice everywhere against home products. It is so easy to fancy that imported goods could not travel so far if they were not better in some way.

Canadian hunters should consider this—that in every hunting region on the globe your own country is famous because of

DOMINION AMMUNITION

In every country many hunters recognize the superiority of Dominion Ammunition. Canadian hunters cannot afford to pay more for duty-burdened ammunition, when the best ammunition is Canadian and duty-less.

People abroad who pay more for Dominion Ammunition have tried all kinds.

A trial of your **home-product** will convince you that Dominion is the best ammunition, best for the Dominion as well as for the rest of the world. We have made a particular study of your needs.

Our ammunition is for any gun. The right price for the best. Any dealer, or write us.

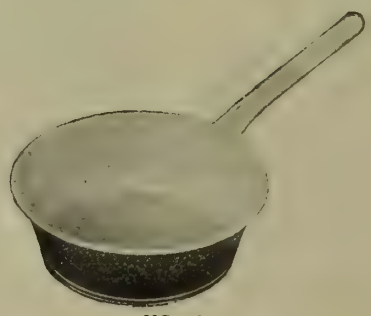
Dominion Cartridges (sure fire)
Regal Shells (Ballistite, Dense, Smokeless Powder)
Sovereign Shells (Empire Bulk Smokeless Powder)
Crown Shells (Best Black Powder).

Dominion Cartridge Co.
Limited
MONTREAL

Our Daily Paper Ads. Help Retailers. Write to us.

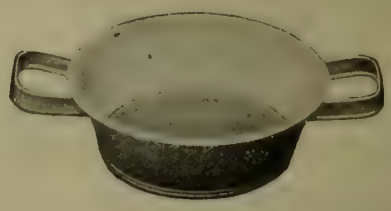
Kemp's Soup or Jelly Strainers

Tinned Wire Bottoms



NO. 1.

With round Sauce Pan Handle.



NO. 4.

With Side Handles.

An indispensable kitchen utensil, meeting the numerous wants of the Culinary Department. Be sure and have them in stock for the fruit season.

Inches—6⅞ x 2¼. Per Dozen, $5.50. Case Lots, 12 Dozen.

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Western Boards of Trade Convention

This Year's Mercantile Parliament at Medicine Hat the Best Yet Held—Manitoba Admitted and Division into Provincial Associations Voted Down—Many Questions of Practical Interest to Merchants Discussed — To Meet at Saskatoon Next Year.

Medicine Hat, otherwise known as "The City of Eternal Light," was the scene last week of a gathering of hard headed Western business men whose harps and halos were not very much in evidence, but who are among the ablest and most public spirited of the business men of the West. The occasion of this notable gathering in the Western gas city was the fifth annual convention of the Associated Boards of Trade of Western Canada, the assembling of the Western Business Men's Parliament. In every respect it was a big success. The attendance was fairly large, and it was representative of the best towns in the two Provinces, most of the resolutions were worthy of the serious and careful consideration of the best business men of the West, and the debates were of a high order of merit. As in former years, the various Boards of Trade of Saskatchewan and Alberta towns sent to the convention their best business men capable of giving expert information on most of the topics under consideration.

Transportation questions bulked large in the discussions, and, fortunately, there were present by special invitation W. B. Lanigan, of the C.P.R., and Geo. H. Shaw, of the Canadian Northern. Several misunderstandings were cleared up by the heart to heart talks that resulted, and, as a result of the conference, the business men and the railway officials each understand the other's position better than before.

The big debate of the convention was on a semi-political question, the advisability of the adoption of the policy of Government guarantee of railway construction bonds by the Governments of Saskatchewan and Alberta. This resolution was introduced by the Calgary Board and met with vigorous opposition. After a debate lasting nearly a day the resolution was amended so as to retain little resemblance to its original form, and passed unanimously. As amended, it merely states the crying necessity for more railways in the two Provinces, and calls upon the Provincial Governments to take steps to secure the early construction of colonization railways.

Group of Delegates in Attendance at the Fifth Annual Convention of the Associated Boards of Trade of Western Canada.

Personnel of Conventions.

From year to year the personnel of the conventions necessarily changes very much, but there are several delegates who have attended all five conventions held, and others who have not missed more than one or two. R. J. Hutchings, Calgary; H. W. Laird, Regina, and K. W. Mackenzie, Edmonton, are at least three delegates who have not missed a convention, and they are among the leading debaters at every convention. A well-deserved honor was paid Mr. Mackenzie in his election to the Presidency, and he discharged the duties of presiding officer with tact and ability. William Short, of Edmonton, who was not at the Prince Albert convention last year, was one of the Edmonton representatives this year, and was given a warm welcome by his friends. E. M. Saunders, Moose Jaw, a familiar figure at previous conventions, was greatly missed this year. Being absent on his holidays he was unable to attend, but a well-deserved honor was done him in his election to the position of Second Vice-President. Another delegate greatly missed this year was William Pearce, of Calgary, who was prevented from attending by his absence in the north country on an important mission. At previous conventions his thorough knowledge of Western conditions and familiarity with Western problems was found of great value, and many expressions of regret at his absence were heard at the Medicine Hat convention.

An important step was taken looking to the widening of the scope of the association. Although known as the Associated Boards of Trade of Western Canada, the organization has never admitted the Provinces of Manitoba and British Columbia into full membership. It was decided to invite all the Manitoba Boards of Trade to send representatives to the next convention, at which the

Province of Manitoba will be admitted into full membership.

As in former years, representatives from the Winnipeg and Brandon Boards attended the convention by special invitation, and took part in the proceedings. Jos. Cornell was present throughout the convention as a representative of the Brandon Board, and H. M. Belcher, President of the Winnipeg Board of Trade, was in attendance the first two days of the convention. His colleague the first day was A. L. Johnson, and on the second day C. N. Bell, Secretary of the Winnipeg Board.

THURSDAY SESSIONS.

The opening session on Thursday morning was purely of a formal character. Mayor Cousins on behalf of the city of Medicine Hat extended a cordial welcome to the convention delegates and his address was responded to in suitable manner by President McAra. Committees on credentials and resolutions were named and the convention then adjourned to meet at 2 p.m.

At the afternoon session the credentials committee reported the following list of delegates in attendance:

Balgonie—C. C. Rigby.

Brandon—Jos. Cornell.

Calgary—T. J. S. Skinner, C. W. Rowley, C. P. McQueen, R. J. Hutchings, A. E. Cross, Chas. H. Webster.

Cardston—D. E. Harris, jr., D. S. Beach.

Craik—Chas. S. Davis.

Edmonton—A. C. Fraser, A. G. Harrison, K. W. MacKenzie, A. B. Campbell, Wm. Short.

Gleichen—Emil Greisbach.

Indian Head—Walter Gordon, J. C. Davis, Joseph Gleun, H. H. Campkins, J. A. McCaul.

Medicine Hat—Wm. Cousins, C. S. Pingle, F. L. Crawford, D. G. White, W. Huckvale.

Milestone—J. Harris, Dr. Cook.

MacLeod—C. MacLeod, E. F. Brown.

Moose Jaw—Hugh McKellar, E. Stuart George, E. N. Hopkins.

Prince Albert—J. E. Bradshaw, N. W. Morton, R. S. Cook.

Regina—P. McAra, A. E. Whitmore, H. W. Laird, J. M. Young, W. P. Wells.

Rouleau—Harvey Ausley, William Ausley.

Strathcona—R. P. Lewis, J. M. Douglas.

Saskatoon—B. Chubb, M. Mansell, F. M. Schlanders, A. E. Young, P. Currie.

Winnipeg—H. M. Belcher and A. L. Johnson.

The committee on resolutions presented a report striking out one or two irrelevant resolutions and it was adopted unanimously.

President's Address.

President McAra then delivered the annual presidential address brimful of optimism as to the business situation and the work of the associated boards. He congratulated the convention on the large attendance of delegates and expressed his confidence that lasting benefits would result from their deliberations.

Referring to the business situation he though the country was to be congratulated on the return to normal conditions following the business crisis of 1907 and the disappointing crop of that year. He was of opinion that business henceforth would be on a sounder basis and that the net result of the trouble of recent months would be good.

"Crop prospects for the present year are the brightest in the history of the west," he declared amid applause. The returns for this year's crop would be very large, sufficiently large to restore the old-time business activity. The country was to be congratulated on the class of new settlers being obtained this year and these with the big crop would ensure prosperity.

The president congratulated the associated boards on the fact that definite

K. W. McKENZIE, EDMONTON.

Honored by Election as President of the Associated Boards for 1908-9.

governmental and legislative action had followed several of their resolutions last year. Government action had been taken to prevent a recurrence of the fuel famine. Regulation of telegraph and express charges was possible now through appeal to the Railway Commission and this was one of the most important topics discussed at the meeting in Prince Albert a year ago. Legislation regarding telephones and hospitals had followed the lines of resolutions passed a year ago by the associated boards. He was also pleased to note that a marked improvement in the postal service in the west had taken place during the past year and he believed that the representations of the Business Men's Parliament of Western Canada had had their due influence in bringing about this happy result.

These results had been obtained through bringing the resolutions repeatedly to the attention of the proper authorities, and he wished to express his appreciation of the efficient and painstaking work of Secretary B. W. Wallace, of Prince Albert.

Election of Officers.

After a hearty vote of thanks to the retiring president had been carried on motion of Hugh McKellar, of Moose Jaw, the election of officers was proceeded with and resulted as follows.

President—K. W. MacKenzie, Edmonton.

1st Vice-president—Wm. Cousins, Medicine Hat.

2nd Vice-president—E. M. Saunders. Moose Jaw.

Secretary-Treasurer—John T. Hull, Medicine Hat.

On motion of Hugh McKellar (Moose Jaw) and John T. Hall (Medicine Hat), a vote of thanks to retiring Secretary Wallace, of Prince Albert, was carried unanimously.

K. W. McKenzie, the newly elected president, then took the chair and expressed in suitable terms his appreciation of the honor done him and his city in his election to this important post of honor and responsibility.

On motion of H. W. Laird, Regina, the courtesies and privileges of the convention were extended to the railway representatives and the delegates from the Winnipeg and Brandon boards. These gentlemen were invited to take seats on the platform: H. M. Belcher, president of the Winnipeg Board of Trade, on behalf of the railway representatives and Winnipeg and Brandon delegates extended thanks for the courtesy of invitations to the convention. He commented upon the circumstance that the Province of Manitoba is not included in the association.

Tuberculosis Sanitarium.

The first resolution to engage the attention of the convention was introduced by R. J. Hutchings on behalf of the Calgary board and related to the establishment of a national consumptive park and tuberculosis sanitarium in the mountain district of Alberta. It was as follows:

Whereas, it is a well-known fact that the climatic conditions prevailing in Central Alberta have a favorable influence on the disease of tuberculosis, which attracts to this district many thus afflicted; and whereas, many others are advised to come by their medical attendants and will continue to come; and whereas, we are burdened with an invalid class that endanger the health of the community and appeal strongly to public sympathy; and whereas, in the interest of humanity they cannot be allowed to mingle with the general public, but should be taken care of which can only be done at a hazardous risk to those with whom they associate; and whereas, a large percentage of these people arrive penniless and are unable to support themselves, they necessarily have to be provided for notwithstanding the fact that they have no rightful claim on this community for such support; therefore be it resolved, that the

Alberta Government be memorialized to take the iniative in having the Dominion Government set apart land for a national consumptive park and establish a tuberculosis sanitarium somewhere in the Rocky Mountains by constructing and maintaining suitable buildings for the maintenance and care of all Canadians suffering from this disease.

Speaking to his resolution, Mr. Hutchings said that the problem had forced itself upon the attention of the Calgary board by reason of the large number of consumptives annually dumped into Calgary and vicinity by their relatives who pay their fare to Calgary and then leave them to shift for themselves. Last year a deputation waited on Hon. Frank Oliver and pointed out the danger of contagion from the presence of these consumptives and asked that the Dominion Government make a grant or land for a consumptive sanitarium. Mr. Oliver was favorable but suggested that the first move in the matter should come from the Alberta Government. The Alberta Government had given the deputation an encouraging reception and some action was expected to result.

A. E. Cross, Calgary, said that there was justification for asking the Dominion Government aid as consumptives come to Alberta from every part of Canada.

H. W. Laird, Regina, raised the point that the people of Ontario support an excellent institution of this nature in their own province and they might object to the Alberta sanitarium being a national undertaking with Dominion Government support. This view did not find favor with the convention and the resolution was carried.

Outside Patients in Hospitals.

C. P. McQueen, Calgary, fathered a resolution respecting the support of outside patients in hospitals when these patients are unable to make payment. He said it was the experience of most hospitals that at least seventy-five per cent. of their patients from outside municipalities were unable to pay for their treatment. The Calgary hospital loses at least $3,000 per annum in this way. He thought it only fair that there should be legislation by the Provinces compelling the outside municipalities to reimburse the hospitals for treatment given patients from their district in all cases where patients have not made payment.

A. L. Johnson, Winnipeg, expressed his sympathy with the purpose of this resolution. The Winnipeg General Hospital takes care of many outside patients and although the outside municipalities are asked to subscribe towards its maintenance they do not respond to the invitation as they should. He would not, however, favor making Government or municipalities entirely responsible as he thought it unwise to do anything to stifle private benefactions.

Hugh McKellar pointed out that the Associated Boards had taken a stand on the hospital question a year ago, and he thought they could not do better than reaffirm the principles then laid down. He moved in amendment that the resolution of last year be reaffirmed, and his amendment was seconded by Wm. Short, Edmonton.

Mr. McQueen contended that there was no conflict between the resolution of 1907 and that now proposed and in this view he was supported by A. L. Johnson, Winnipeg, who pointed out that the former referred only to the building of hospitals, whereas the latter referred to their maintenance.

Finally it was decided to let the resolution stand over until Friday to allow those interested to frame a motion satisfactory to all.

Indian Reserves.

In many parts of the west the presence of Indian reserves in the neighborhood of towns and white settlements is retarding the development of the country. By arrangement with the Indians

WILLIAM COUSINS, MEDICINE HAT

Elected First Vice-President of the Associated Boards for the Coming Year.

the Dominion Government has put some of these reserves on the market and there is an agitation to have this policy pursued further. T. J. S. Skinner, Calgary, voiced the prevailing discontent of towns near Indian reserves by moving the adoption of the following resolution :

Whereas, large tracts of land adjacent to prosperous towns and progressive settlements throughout the Provinces of Alberta and Saskatchewan are nonproductive as they are occupied by Indian reserves, and whereas, these reserves are, in the majority of instances, of greater extent than the requirements of the Indians demand and also cover larger areas than the treaty allows, and whereas, the money that could be realized from the investment of the amount that could be derived from the sale of the surplus portions would yield more annually in revenue to these Indians than the same land is yielding under the present system, and whereas, in a great many instances the bands of Indians occupying these reserves are in no way progressive, consequently keeping large tracts in their natural unproductive state, which are conditions that would not exist were these portions thrown open for settlement; therefore, be it resolved that this convention urgently requests the Dominion Government to exert strong influence with the Indians in securing their consent to the disposal to actual settlers of all such surplus territory that is not required or occupied by the Indians.

Speaking to his resolution Mr. Skinner pointed out that according to the treaty each Indian family of five was to have 640 acres of land. On that basis the Indians of the west now have 565,120 acres in excess of treaty rights. If divided according to population, each Indian family of five would have 1,315 acres. The Indian will not cultivate so much land as the white man and this big excess of treaty rights is of no use to him. If sold, the proceeds would bring more than five million dollars and the interest at five per cent. would provide each Indian family of five with an annual income of more than $200. Thousands of white settlers would come in and the result would be satisfactory to all concerned.

Wm. Short, of Edmonton, urged caution. "These Indians occupy reserves set apart for them by treaty," said he. "We must be careful not to nullify a treaty. It may be true that these reserves retard settlement in some districts, but that fact does not excuse the violation of a solemn treaty. The Indians should not be disturbed unless an amicable and satisfactory agreement can be made with them."

R. S. Cook, Prince Albert, pointed out that this policy was being followed without any friction in the Province of Saskatchewan and the results were satisfactory to Indian and white man. He could not support the resolution in its present form.

R. J. Hutchings, Calgary, was sure that it was the intention of the resolution to take care of the Indian. The red man was not being benefitted by the present condition of affairs and settlement was being retarded. Why could not an amicable settlement be made to the advantage of both ?

D. S. Beach, Cardston, said the question was a burning one in Cardston. "In my town we are only 90 feet away from a reserve 75 miles long by 20 wide. There are only 700 Indians and a few cayuse and cattle on this reserve, and our town is kept back by it."

Hugh McKellar, Moose Jaw, opposed the resolution. "The Indians were here first," he declared. "Because settlement has pushed up within 90 feet, is that any reason why the Indian must get out ? "

J. E. Bradshaw, Prince Albert, objected to government "influence" being exerted. No one knew just what form that "influence" would take. Probably he knew better than most what it might be. Mr. Bradshaw was opposition candidate at a Provincial bye-election in Prince Albert not long ago and his reference to government "influence" provoked some amusement.

On suggestion of Mr. McCaul, Indian Head, the last clause of the resolution was amended as follows :—

"That this convention request the Dominion Government to treat with the Indians to secure their consent to the disposal to actual settlers of all such

surplus territory that is not required or occupied by the Indians."

This amendment was agreed to by Mr. Skinner and carried unanimously.

Executive Committee.

C. W. Rowley, Calgary, introduced a resolution favoring the appointment of an executive committee consisting of the president, secretary and two delegates from each province, to follow to their final conclusion all resolutions passed at this convention. Wm. Short favored the appointment of a permanent secretary. After some discussion, it was agreed to let this resolution stand over until it was settled whether or not the association should divide on provincial lines.

Exemption Ordinance and Insolvency Law.

Wm. Short, Edmonton, brought up the important question of the exemption ordinance and the need of the insolvency law. His resolution was as follows :—

Whereas, the Exemption Ordinance has in practice worked out in a manner unjust and unreasonable, and clearly in ways not intended and not in the interests of those whom it was intended to serve ;

Therefore be it resolved, that the Provincial Governments affected be, and they are hereby requested to amend the said ordinance so that while reasonable and fair protection is accorded to the farming and similar interests it shall not be possible for traders and others to dishonestly take advantage of a statute which should be calculated to afford settlers a reasonable opportunity of getting a fair and reasonable start in a new country ;

And whereas, in cases of assignment for the benefit of creditors, it has in the majority of cases been found impossible to prepare an adequate and proper statement of the affairs of the insolvent by reason of the failure of the insolvent to keep proper books or records of his transactions, and it has also been found impossible for creditors to adequately check or eliminate dishonest trading and sales by traders in fraud of the rights of their creditors ; Therefore it is resolved :

(1) That the Dominion Government be requested to enact an effectual and comprehensive insolvency law.

(2) That Provincial Governments be requested to amend the Assignments Act in such a manner as to provide for the keeping by traders of accurate and full records of all transactions, and in particular of all sales of property.

(3) To provide such legislation as will enable a proper judicial officer to hold a full and complete enquiry in every case, where an official assignee shall, from lack of proper records or other dearth of information, find it impossible to prepare an adequate statement of the affairs of the insolvent, showing the disposition of the insolvent's goods for at least six months before the date of assignment or insolvency.

Speaking to his resolution, Mr. Short said, "that a number of Edmonton wholesale houses find it difficult to keep track of small retail dealers." Most dealers are all right, but on the part of some, there has been dishonest trading. There have been dishonest sales with shirking of liabilities. For example, a trader owns a store and a farm ; he builds up and equips his farm at the expense of his store, the latter goes bankrupt and the farm is protected by the exemption laws. This was quite unfair, and it was never the intention that the exemption ordinance should protect fraud. The basis of all business is honesty and credit has been injured by dishonest practices allowed by the absence of an insolvency law and the unfairness of the exemption ordinance.

H. M. Belcher, President of the Winnipeg Board. expressed his approval of the resolution. It was not the intention to do away with exemptions on homesteads, but to prevent the unfair operation of the exemption laws. Credit was being weakened by the practice of dishonest merchants equipping their farms at the expense of bankrupting their stores, and the great majority of merchants who are honest suffer thereby. This country needs credit and the basis of credit is being destroyed by the dishonest practices against which this resolution is aimed.

P. McARA, Jr., REGINA.

Retiring President of the Associated Boards of Trade of Western Canada.

Regarding the request for an insolvency law, the great difficulty is that when business men approach the government, they don't know just what they want. The principle should be established, that when a man fails, his estate belongs to his creditors and should be at their disposal. Mr. Belcher also referred to the class of men appointed as official assignees in the Provinces of Saskatchewan and Alberta. He claimed that many of them are incapable and some are dishonest. The resolution was carried.

Goods Damaged in Transit.

A resolution which provoked a warm debate was introduced by William Short, Edmonton. It dealt with the responsibility for goods damaged in transit by railway companies and was as follows :—

Whereas, wholesale dealers in the West, having to depend upon railway companies for transportation, suffer great damage from loss and breakage of goods in transit ;

And whereas, in some cases the conditions upon which goods are received by the railway companies, provide that the same are received at the owner's risk, and such is the case in respect of certain classes of goods which is manifestly unfair and unreasonable.

Therefore, in the opinion of this convention it is desirable :

(1) That the contracts relating to the classification of goods should first be submitted to wholesale merchants at all distributing points in the West, whose representations should be heard before such classification become effective.

(2) A special board of arbitration, similar in constitution and practice to the Board of Railway Commission, should be appointed to hear and determine all claims for damages against railway companies by reason of breakage, shortage, loss in transportation, overcharge in rates and weights, and other damage to goods in transit.

Mr. Short said, that while the railway companies are required by law to receive for transportation and to take proper care of goods on which the charges have been paid, they are in the habit of making contracts seriously limiting their liability for damages to freight. Finally, this matter came within the scope of legislation and it was provided that all contract forms should be first approved by the Railway Commission. The Edmonton wholesalers complain that they were not consulted by the Railway Commission in recent changes approved by that body, and they complain of unfair treatment in the classification of freight and some other matters. They complain that they are compelled to ship certain classes of freight at their own risk.

"Freight has disappeared off the face of the earth," declared Mr. Short, and under the present contracts the shippers have no redress, because they can't prove actual theft. No contract should be approved and no classification made that will relieve the railway companies of their responsibility to deliver freight or pay the value."

H. W. Laird, Regina, opposed the resolution in a strong speech. He contended that Mr. Short's remarks were extreme and not borne out by the facts. "We have so many real grievances," he declared, "that it is foolish to waste our time in the discussion of grievances that will not bear investigation."

He thought the clause relating to classification uncalled for, for the reason that it has to be passed by the Railway Commission, and all have a chance to be heard before that body. If the merchants of Edmonton made no objections before the Railway Commission, it was now too late to make complaints before the Associated Boards.

At one time the Claims Departments of the railways were poorly managed and there were many complaints, but during the last year or two there has been a great improvement and claims are being promptly met. The railways see that it is to their own interests to meet claims fairly. A shipper has redress in the courts if he can't get justice.

The last clause would simply mean a duplication of machinery now provided for. We are overgoverned already, and we don't want another Board of Arbi-

tration. He considered the whole resolution uncalled for and unnecessary as it was based on wrong information.

G. H. Shaw, of the Canadian Northern, said that the resolution was evidently based upon a misapprehension of the conditions under which the railways transport goods. There was no intention on the part of the railways to contract themselves out of liabilities. All contracts were subject to approval by the Railway Commission, and all interests have a chance to be heard by that body. He had been in the traffic department of the C.P.R. and C.N.R. for twenty-six years and he had yet to learn of a legitimate claim which had been refused by either railway.

Hugh McKellar, Moose Jaw, could not understand how it was that the Edmonton Board had not heard of this matter as the Moose Jaw Board had been notified twice by the Railway Commission that the matter was to come up.

W. B. Lanigan, Asst. Freight Traffic Manager of C.P.R. western lines, said that he saw in the audience many of the largest shippers in the West and he could not recall a single instance in which the claims of these gentlemen had not been promptly adjusted. He contended that the classification schedules were as nearly perfect as possible, being the result of years of experience. Regarding claims for goods, he contended that the railways are as anxious to be on good terms with their patrons as any merchant to please his customers. There are, however, classes of goods which are fragile and are often improperly packed. Several instances of this kind were quoted in illustration of this point.

Claims are promptly paid by Canadian railway companies, he contended, but often they are not promptly paid by American connections. The damage is traced back to the American road and it refuses to pay. The claim is made to the Canadian road and it, being unable to collect, gets the blame.

After further discussion by A. L. Johnson, Winnipeg; Short, Edmonton; Cousins, Medicine Hat; Schlanders, Saskatoon; and Connell, Brandon; the resolution was voted on and declared lost.

The convention then adjourned to meet Friday morning.

FRIDAY MORNING SESSION.

At the Friday morning session, C. N. Bell, Secretary of the Winnipeg Board of Trade, was in attendance, taking the place of A. L. Johnson, who had returned to Winnipeg.

Hospital Resolution.

The first business of the morning session was the passing in amended form of the hospital resolution, introduced the day before. The resolution as amended was adopted unanimously and read as follows:

Whereas, efficient general hospitals have been established in the larger cities and towns throughout the Provinces of Alberta and Saskatchewan at heavy expense to the individual communities; and, whereas, rural municipalities, having no accommodation for patients, send them to these hospitals, to the support of which they do not now contribute; and, whereas, the said municipalities have in the past refused to contribute to the support of these hospitals; therefore, this convention of Associated Boards of Trade of Western Canada respectfully urges the Governments of Alberta and Saskatchewan to pass such legislation at their next sessions as will lead to reimbursing fully public hospitals for treatment given patients in all cases where patients have not made payment.

Guaranteeing Railway Bonds.

Then followed what proved to be the most contentious resolution introduced at the convention. This was a long resolution introduced by A. E. Cross, Calgary, pointing out the great need for further railway construction in the Provinces of Alberta and Saskatchewan, referring to the practice of the Manitoba and Ontario Governments in guaranteeing the bonds of railway companies to secure new roads, stating that these

B. W. WALLACE, PRINCE ALBERT.

Retiring Secretary of the Associated Boards and Secretary of the Prince Albert Board.

guarantees had not cost either Province anything, but had secured the desired results and calling upon the Alberta and Saskatchewan Governments to adopt the policy of Government guarantee of railway bonds.

In the course of a somewhat lengthy speech, Mr. Cross emphasized the crying need for new railways in the two Provinces. Manitoba has a network of railway lines, but there are vast areas of fertile country in the two new Provinces absolutely without railway accommodation of any kind. Because of this the development of vast areas is being retarded and immediate action is immediately required. There is no use in producing grain and cattle if we can't get them to market. The railways are doing all that they can and doubtless will get around to these roads some time, but we don't want to wait. The most feasible method of assistance seems to be by the guaranteeing of railway bonds. In this way the desired result can be attained without one cent of cost to the Provinces.

Using a map to illustrate his speech, Mr. Cross pointed out many lines of railway required and in each case had to reply to queries from H. W. Laird, Regina, as to the mileage of the proposed roads.

The resolution was reconded by F. M. Schlanders, Saskatoon.

R. S. Cook, Prince Albert, objected to the introduction of a question of practical politics. This resolution was simply an invitation to the railway companies to hurry in their paper for endorsement. It was not fair, he contended, to institute comparisons with Manitoba as conditions are different. Manitoba suffered from railway monopoly three years ago, but the Western Provinces have three railways. These lines most have feeders, and if the railways are left alone they will build them unaided. In Ontario the road aided by bond guarantee runs through a district not fit for settlement; there are no such districts in Alberta and Saskatchewan. "If we are to furnish the security," concluded Mr. Cook, "we might as well retain the assets."

H. W. Laird, Regina, referring to the many projected lines mentioned by Mr. Cross, said that the latter had offered a prize package to every delegate to vote for the resolution. He was of opinion that the only delegates overlooked were those from Balgonie. Mr. Cross had proposed about 5,000 miles of new railway, and the guarantee would amount to many million dollars. He objected to the resolution because it was too broad and because of the economic principle involved. It was unwise to endorse the general principle of guaranteeing bonds without restricting it to specific projects.

"If we are to be guarantors," continued Mr. Laird, "let us look at our financial position. We are not in the same position as other Provinces. We have no lands, no timber, but are given an annual subsidy in lieu of these assets. We are in the position of an office clerk at $65 per month, who undertakes to endorse a note for $75,000. The entire subsidy that Saskatchewan receives is required for current purposes, and that Province is undertaking capital expenditures of several million dollars for Parliament buildings and other public works, etc. Now we are asked to guarantee millions of bonds, when we require every available dollar of income to meet our current expenditures. Is this a reasonable proposition? Does it commend itself to a business man as a sane business proposition"?

Mr. Laird also objected to a guarantee of bonds without a quid pro quo in the way of control of rates. He admitted that railways were necessary, however, and submitted an amendment to the effect that the Provincial Governments of Saskatchewan and Alberta should be requested to proceed with the construction of such lines of railway as are more urgently required as Government undertakings, the said roads to be owned by the Provinces and to be leased for operation to existing railway companies on

such conditions as to control of rates and interest on investment as will ensure the protection of the interest of the public for all time to come.

R. J. Hutchings, Calgary, supported the original motion in a moderate speech. He did not think that a tremendously big programme such as that outlined by Mr. Cross would necessarily follow. The principle of guaranteeing bonds would be observed within reasonable limits.

A long debate followed, participated in by Messrs. McKellar, Moose Jaw, Fraser, Edmonton, and McAra, Regina. When luncheon time arrived there seemed to be little prospect of an early ending to the debate.

FRIDAY AFTERNOON SESSION.

At the afternoon session the adjourned debate on the railway question was resumed. J. E. Bradshaw, Prince Albert, endeavored to have the discussion of the question shelved for another year. He urged that the resolution was one of the most important that could come before the convention, but it had received little consideration from the various boards and the delegates did not know the sentiments of those whom they were representing. He moved a twelve months' hoist, seconded by A. C. Fraser, Edmonton.

The popular "Billy" Cousins, Mayor of Medicine Hat, at this juncture interjected one of his characteristically humorous speeches. The whole opposition to the resolution seemed to proceed from an uneasy suspicion that some one was going to make a profit from the transaction. He had not intended speaking, and would not have done so had it not been for a conversation he had had a few minutes before with one of the old timers in Medicine Hat. He noticed that this old man had a magnificient garden full of rhubarb of which he was making no use whatever.

"Why don't you sell some of that rhubarb ?"

"Well, it's here and if any one wants it, they can come and buy it."

"But plenty of people don't know anything about your rhubarb. Why don't you advertise in the papers that you have rhubarb to sell ?"

"Now, you look here. I know what you are after. You want me to go down town and pay over some money to the newspapers. Not if I know it."

"No, I am not canvassing for an ad. If you don't want to do it that way, why don't you take your rhubarb down town and sell it to the stores."

"Now you look here, Mr. Cousins, I am not going to let anyone make a profit out of me. Not if I know it. If I sell my rhubarb to the stores at six pounds for a quarter, they will sell it at three pounds for a quarter. No sir, I'll let it waste first."

Mr. Cousins said he favored the resolution for the reason that the entire opposition seemed to proceed from the fear that some one might make a profit.

H. M. Belcher, Winnipeg, being called upon for an expression, said that it was not fair to quote the example of Manitoba in support of this resolution. Conditions were different, and moreover the Manitoba policy was inaugurated ten years ago. It was designed to overthrow a monopoly and to control rates. In this, it had been eminently successful, but this resolution did not propose any control of rates.

After a protracted debate the convention finally shirked the issue of a vote on the straight question on the guarantee of rates and Mr. Laird withdrew his amendment. On motion of Mr. Mansell, Saskatoon, a colorless resolution affirming the need of railways and calling for Provincial Government action was passed. The resolution did not indicate what form the government aid should take. As finally amended the resolution was as follows :—

Whereas, it is conceded that the general advancement of a country depends very largely on its transportation facilities ;

And whereas, it is obvious that the extensive areas of unpopulated lands in these two provinces are only awaiting transportation facilities to change them

JOHN T. HALL

Secretary Medicine Hat Board of Trade.

into well settled and abundantly producing districts;

And whereas, in the Provinces of Alberta and Sasketchewan there is to be found the richest productive agricultural soil ;

Therefore be it resolved, that this convention of the Boards of Trade of Western Canada urgently requests the Governments of the Provinces of Alberta and Saskatchewan to adopt a policy which will assure the early construction of colonization railroads in said provinces.

Freight Experts at Winnipeg.

The convention heaved a sigh of relief when it escaped from this highly contentious resolution and Mr. McKella, Moose Jaw, then introduced a resolution calling on the governments of the two provinces to appoint freight experts to reside in Winnipeg, and devote their whole time to the question of freight rates, in the interests of the western business men. This resolution was voted down after some discussion.

Freight and Express Rates.

R. S. Cook and J. E. Bradshaw, (Prince Albert), then introduced the following resolution regarding freight and express rates :—

Whereas, the railways of Canada, owned and operated by companies, have by subsidies, land grants and guarantee of bonds, added immensely to the debt of the Dominion and to the financial responsibilities both of the Dominion and of the several provinces ;

And whereas, the railway system of Canada, although divided between several companies, furnishes connection between any one point on the system and any other point on the system ;

And whereas, each railway company charges a higher rate proportionately for carrying freight a short distance than a long distance ;

And whereas, for instance, the charge for carrying freight two hundred miles, half of which distance is over the line of one company and half over the line of the other company, is much greater than the charge for carrying it the same gross distance over the line of one company only ;

And whereas, the railway companies carry freight at more favorable rates over lines known as main lines than over branch or feeding lines ;

Therefore be it resolved, that the Dominion Government be memorialized to take such action as will prevent any portion of Canada being placed at a disadvantage with any other portion of Canada equally distant from the trade centres of Montreal, Toronto, Halifax, Winnipeg, Vancouver, etc., and that such legislation will be enacted as will compel any two or more railway companies which have been assisted by bonuses, land grants or guarantees of bonds, to carry from any point on one of the lines to any point on another of the lines at a rate not higher than would be charged for the same gross distance over any one of the lines, and that the local mileage and other rates on all branch lines be the same as on the main line.

G. H. Shaw, of the Canadian Northern asked that the resolution be withdrawn, and defended the attitude of the railways and express companies in a lengthy speech. His views did not find favor with the convention, however, and the resolution was carried.

Transportation.

Another railway resolution was championed by J. E. Bradshaw, Prince Albert. It had to do with the right of a passenger to choose his route over several lines of railway and get return fare privileges. It was as follows :

Whereas, the railways of Canada, owned and operated by private companies, have come into existence largely through the generous subsidies, land grants and guarantees of bonds which have added largely to the debt and financial liabilities of the Dominion and its provinces ; and whereas, the traveling public should not be at any disadvantage owing to the fact that the railways are owned and operated by several companies instead of one company ; and whereas, the ramifications of the railways in many instances permit of different routes between one part of Canada and another ; and whereas, the railway companies at present do not consider themselves compelled to issue single or return tickets

between any two points except by such route as suits their wish or convenience; therefore, be it resolved, that the proper authorities of the Dominion Government be memorialized to enact such legislation as will enable and compel railway companies to issue single or return tickets between points on the railway system of Canada at a uniform rate as to mileage and by such route as may suit the wish and convenience of the passenger paying for such transportation in advance.

G. H. Shaw opposed the resolution. He contended that the return ticket is a matter of privilege, not of right. It was natural that the railways should each want to get as much business as possible over their own lines. For instance, the C.N.R. do not want to sell tickets from Prince Albert to Winnipeg via the C.P.R. line from Regina to Winnipeg. If a passenger wants to go that way he can do so by paying the price, but he can't expect to get a return ticket as cheaply by that route as by the direct route.

W. B. Lanigan, on behalf of the C.P.R., said he sympathized with every effort on the part of Prince Albert people to travel via the C.P.R., but he considered the resolution was based upon a misapprehension. He made a strong speech against it and it was finally withdrawn.

At this juncture the railway representatives took leave of the convention, after being the recipients of a hearty vote of thanks for their attendance.

Union or Separation.

Each year some board introduces a resolution in favor of division on provincial lines. but the proposal has never been seriously considered. This year the motion came from Moose Jaw, and it was championed in half-hearted fashion by E. S. George and Hugh McKellar. It was opposed by P. McAra, Regina; R. S. Cook, Prince Albert, and A. G. Harrison, Edmonton, and was finally withdrawn amid loud cheers.

Manitoba Admitted.

Although the organization has been known as the Associated Boards of Trade of Western Canada, this has been a misnomer, for the reason that neither the Manitoba nor British Columbia boards have ever been admitted to membership. Representatives of one or two Manitoba boards have attended all the conventions since the first by special invitation but the B.C. boards have never shown any interest. There has been a strong feeling for some time in favor of the admission of Manitoba. One year's notice is required for a change in the constitution, and therefore no formal action could be taken at this convention admitting Manitoba boards to membership. It was quite evident, though, that there was a general desire to admit Manitoba, and accordingly it was decided to invite all the Manitoba boards to send representatives to the next convention, at which the necessary change in the constitution will undoubtedly be made.

Saskatoon Next Year.

Then followed the big contest of the convention, the selection of the next place of meeting. Invitations were extended by Moose Jaw, Indian Head and Saskatoon, representatives from each city pressing its claim. The first ballot showed a plurality for Indian Head, but not a clear majority. On a second ballot between Saskatoon and Indian Head the former town won out by a small margin of four votes.

The convention then adjourned to meet at 7 o'clock in the evening.

FRIDAY EVENING SESSION.

At the Friday evening session, First Vice-President, Mayor Cousins, of Medicine Hat, presided, in the absence of President MacKenzie.

Waste of Natural Gas.

W. Huckvale, Medicine Hat, championed a resolution calling for Government action to prevent the waste of natural gas. He pointed out that natural gas is going to waste near Medicine Hat and on the Athabasca river, near the Pelican rapids. His resolution, which was carried unanimously, was as follows:

Whereas at the fourth annual convention of the Associated Boards of Trade of Western Canada, held in Prince Albert, Saskatchewan, on the 18th, 19th and 20th of June, 1907. a resolution was passed calling the attention of the Dominion Government to the waste of natural gas and memorializing them to use every endeavor to prevent the same, therefore be it resolved that this convention deems it advisable that the resolution referred to be re-enacted, and that a copy of the same be forwarded to the Department of the Interior urging upon them the necessity of the immediate action to prevent the unnecessary and extravagant waste of this valuable commodity.

R. J. HUTCHINGS, CALGARY.

A Prominent Delegate Who Was Always Listened to With Interest.

Prairie Fire Legislation.

Hugh McKellar, Moose Jaw, drew the attention of the convention to the large number of prairie fires which are due to the ignorance of new settlers as to the prairie fire regulations. He secured the unanimous adoption of the following resolution:

Whereas, the experiences of the present year have again demonstrated that the prairie fires ordinance is in a great measure ineffectual in preventing the starting of fires; and whereas, new settlers invariably plead ignorance of the provisions of the ordinance; therefore be it resolved that the Associated Boards of Trade would strongly urge upon our Governments the advisability of printing in convenient form a few of the most important provisions of the ordinance, and that copies of the same be placed in all Dominion lands offices and post offices for distribution to new settlers.

Reforestation.

The important question of the necessity for reforestation was brought up by A. C. Fraser, of Edmonton. He pointed out that, while the Dominion Government is giving some assistance to the Forestry Association, that assistance is quite unequal to the necessities of the case, and he urged the necessity of a definite and far-reaching policy on this question. The United States Federal Government is spending $2,000,000 per annum for this purpose and yet that is not enough, and the Republic will soon be denuded of all its timber if definite, decisive action is not taken. Germany is spending about $11,000,000 per year. The resolution, which was carried by a unanimous vote, was as follows:

Whereas, to a large extent, the Provinces of Manitoba, Saskatchewan and Southern Alberta are comprised of prairies largely devoid of building timber, of which an increasing amount is year by year necessarily required; and, whereas, along the eastern slope of the Rocky Mountains and in parts, more particularly of northern Alberta, there is a very large area of land that would be more valuable for the cultivation of timber than for any other purpose, especially having in view the very great area of arable land situated in the said provinces; and, whereas, much of this territory is interspersed with rivers and creeks which form a natural protection against fire; and, whereas, the expense of providing fire rangers who could adequately protect the said areas from fire would be comparatively small and would be absolutely trifling in comparison to the value of the timber that would be secured by such protection; and, whereas, the climatic benefits of those matters incidental to the conversation of the water supply and the prevention of destruction by floods to be obtained by the preservation of the forests is of great value to the rest of the provinces; and, whereas, we recognize and approve of the action of the Federal Government in already setting apart tracts of land on the eastern slopes of the Rockies for forest reserves, we still think that there are timbered tracts of land adjacent to the Saskatchewan, Athabasca, McLeod, Pembina and MacKenzie and other northern rivers which are most suitable for forest reserves and for reforestation purposes; therefore, in the opinion of this convention it is highly essential that some concerted action should be taken for the preservation and reforestation of tracts of land suitable or expedient to be used and it is therefore recommended: (1) That timbered tracts of land should be set apart and the settlers prohibited from encroaching upon them while being used for timber areas. (2) That during the spring and fall at least an active and adequate corps of fire rangers should be provided, whose duty it should be to

patrol incessantly the timber areas to prevent forest fires. (3) That in addition to the natural reforestation of such areas active steps should be taken to promote the extension of timber therein.

Western Man for Railway Commission.

There is a strong desire in the west for the appointment of a western man on the Railway Commission, and this sentiment found expression in the following resolution, moved in a strong speech by W. P. Wells, Regina,:

Whereas, a bill is now before the House of Commons making provision for increasing the number of Commissioners comprising the Railway Commission; therefore be it resolved that the Federal Government be requested to appoint as a member of said commission, when enlarged, a western man, whose knowledge of western conditions would be of material assistance to the board in dealing with western problems.

In support of this resolution, P. McAra, Regina, referred to several complaints from the west which have been before the Railway Commission for a year without any action being taken. He submitted that there is urgent need for western representation on the Commission.

Wm. Ausley, Rouleau, referred to some grievances of the people on the Soo line south of Moose Jaw. These grievances would never receive proper attention until there was on the Railway Commission a western man who would be able to appreciate the importance of the complaints made.

The resolution was carried.

Grazing Lands.

A resolution was introduced by A. E. Whitmore, Regina, calling upon the Dominion Government to set aside for grazing purposes those areas in the provinces better adopted for grazing than for grain growing purposes. In support of the resolution, Mr. Whitmore said that the stock interests of Saskatchewan amount to about $50,000 and that they get little consideration from the Governments. Homesteaders encroach on the ranches and there is little encouragement to the rancher to improve his property. The motion was finally amended to provide for ten year leases and was then carried without opposition.

Navigation of the Saskatchewan.

There is every reason to believe that, with very little expense, the Saskatchewan river could be made a very important artery of commerce. Mayor Cook, of Prince Albert, pointed out that it is navigable from Edmonton to Grand Rapids a distance of more than 1,000 miles. Two years ago the Dominion Government undertook a survey, but it was not completed. Mr. Cook secured the adoption of a strong resolution calling on the Dominion Government to complete that survey.

Hudson's Bay Railway.

A. C. Fraser, Edmonton, is a strong believer in the feasibility of the Hudson's Bay route. He secured the adoption of the following resolution:

That in the opinion of this convention the future prosperity of this great western country, and of Canada as a whole, largely depends on cheap transportation, and that as Hudson's Bay is the natural outlet, and in our opinion is a perfectly feasible route, the Dominion Government be requested to build a road from some point on the North Saskatchewan river to Fort Churchill as a national undertaking.

A resolution relating to insurance and stock companies introduced by A. C. Fraser, Edmonton, was responsible for a long discussion. It was finally passed in the following amended form:

Whereas, since the establishment of the Provinces of Alberta and Saskatchewan a large number of Provincially incorporated fire, guarantee and live stock insurance companies have, in the absence of an insurance act, become incorporated and licensed to carry on their business in the said Provinces under the provisions of the foreign companies and joint stock companies ordinances of the Northwest Territories of 1901 and 1903, and, whereas, the said ordinances make no provision for a deposit with the

CHAS. S. PINGLE

President Medicine Hat Board of Trade.

Government for the protection of policy holders, and, whereas, likewise no provision is made for the inspection of the affairs of the said companies by the Governments of the Provinces, named, and, whereas, no provision is made whatever compelling the said companies to render an annual statement to the Governments showing their financial standing and ability, to cover any losses which may occur, therefore be it resolved that the Associated Boards of Trade of the Provinces of Alberta and Saskatchewan in convention assembled at the City of Medicine Hat on the 18th, 19th and 20th days of June, 1908, hereby expresses its strong disapproval of the present unsatisfactory conditions affecting the insuring public, and that the attention of the Provincial Legislatures be drawn to the urgent necessity of immediately enacting such legislation as will ensure a reasonable degree of security to policy holders, and that in the granting of charters to companies seeking incorporation for the purpose of carrying on insurance business or any other business wherein the credit of the public is used, the Legislature be asked to insert and enforce the following, among other conditions: 1. The deposit of an amount of cash or approved securities with the Provincial Government before such charters be issued. 2. That where an unsafe proportion of such stock is held by parties residing outside of the Province or without any proper securities in the Province, such deposit shall be proportionately increased. 3. That as the liabilities of such companies to the public increase, as revealed by their annual statements to the Provincial Government, the deposit of such companies should be proportionately increased. 4. That in no case may a fire insurance company insert in their policy any clause limiting their liability to any proportion of the face value of such policy except as provided in the ordinance to secure uniform conditions on policies of fire insurance, of 1903, of N.W.T. 5. That the securities to be authorized by the Provincial Government shall be submitted for inspection by and approval of the Provincial Government annually and at such other times as an inspection may be called for.

SATURDAY MORNING SESSION.

At the Saturday morning session, A. C. Fraser, Edmonton, brought up another grievance against the railways. It appears that they are in the habit of filing plans of survey tying up certain properties for their use and delaying paying for those properties. Often the plans are changed after long delays, and the owners of the property receive no compensation. The resolution was as follows:

Whereas, the filing of a plan of survey of a line of railway fixes the rate of compensation obtainable from a company and thus prevents the value of the property rising, even where the adjacent property continues to rise in price; and, whereas, in some cases the company deviates from the line of the original survey, and fails to purchase the property affected by said survey; and, whereas, an unreasonable and indefinite time often intervenes before a railway company completes the purchase of land required for railway purposes; and, whereas, such action is a great injustice to the individual owners, and at times the means of causing them financial embarrassment by sacrificing their personal interests to the advantage of wealthy corporations; and, whereas, great loss and inconvenience is caused to the owners of land by companies filing in lands titles offices surveys of proposed railway lines; We, the convention of the Boards of Trade of Alberta and Saskatchewan, meeting in the City of Medicine Hat, respectfully petition that an Act be passed to compel the companies to make full settlement of the payment of the compensation or purchase price of the lands affected by the

registering or filing of plans of survey as aforesaid within three months of the date of filing or registering the same, and that the rate of compensation or purchase price be fixed according to the value at the time of such settlement by a permanent Board of Arbitrators to be established for the express purpose of making prompt and satisfactory settlement in such cases.

Speaking to his motion, Mr. Fraser said that while Edmonton had a particular grievance of this kind he had no doubt that other towns had had the same experience. In 1905 one railway company filed plans tying up property in Edmonton and as yet they have neither paid for the property nor abandoned the plans. He cited the case of a widow in Edmonton whose property had been tied up by the railway company. She could have sold several times had it not been for the action of the company. Now conditions have changed, and if the company takes the property it will be at a lower figure than she could have obtained two or three years ago. If the company abandon the plans she has no redress.

The resolution was carried.

Registered Agreements of Sale.

William Short, Edmonton, moved, seconded by J. E. Bradshaw, Prince Albert, the adoption of the following important resolution:

That it is the opinion of this convention that some provision should be made for the registration of agreements for sale in the same or like manner as transfers may now be registered, only a nominal fee to be charged for such registration. Further, that a judge's order to the registrar be sufficient for the cancellation of such registration.

Mr. Short said that fully nine-tenths of the land transactions of the last five years have not been registered at all, and it was imperatively necessary that there should be some system whereby agreements of sale should be registered. The rights of creditors are affected by men selling out their equity in property without appearing on the face of the transaction at all.

The resolution was carried.

Traffic Bridges.

Bridges are urgently required in many parts of the West. Settlement follows the railways and often the new settlers find a railway bridge over the rivers along which they settle, but it is a long time before provision can be made to secure bridges for foot and vehicular traffic. The convention passed a resolution to the effect that in its opinion the railway companies on all bridges hereafter constructed should, wherever the same is necessary, be required to provide traffic facilities across all streams and rivers, the additional cost of construction and maintenance thereof to be borne by the local Government or municipality within whose jurisdiction the same may be.

Commercial Education.

The woes of the business man afflicted with incompetent office help and stenographers who are unable to spell, found expression in a strong resolution moved by A. G. Harrison, Edmonton, calling on the educational authorities to provide better commercial education in the public and high schools. This resolution was amended on motion of Mr. McAra to provide for education along agricultural lines also.

Homesteads.

The homestead grievance was ventilated by the Medicine Hat delegates. Many people who have applied for homesteads have never completed their homestead duties. They tie up vast areas of land of which they make no use. The Medicine Hat resolution called for an annual inspection of homestead lands by the Department of the Interior, and it was carried unanimously.

Permanent Secretary.

It was felt that a permanent secretary is required to follow up the work of the convention, and the executive were empowered on motion of Mr. McAra to appoint such a secretary in case satisfactory financial arrangements can be made.

Railway Charters.

The last resolution referred to the failure of railways to live up to their charters. It was moved by N. W. Martin, of Prince Albert, seconded by R. S. Cook, Mayor of that city, and carried unanimously. It was as follows:

Whereas, great hardships have resulted to settlers in Western Canada through the failure of railways to live up to their charters in the matter of completing their roads within the time specified by those charters; and, whereas, settlement in Canada takes place in advance of railway construction on the faith that the railways will be built in accordance with the terms of charters granted by the Governments of the Dominion or the Provinces: therefore be it resolved, that we memorialize the Governments of Canada and the Provinces that extensions of time and other alterations in the terms of railway charters be not granted, except after a full investigation, after the interested settlers have been duly notified and given an opportunity to oppose or approve of such extension.

Votes of Thanks.

Enthusiastic votes of thanks to Medicine Hat Board of Trade, the retiring President and the Press were carried, presented and responded to, after which the convention was brought to a close with the singing of the National Anthem.

CONVENTION NOTES.

Saskatoon next year.

Indian Head made a big effort to secure the convention next year but lost by a very close vote.

Medicine Hat hospitality is of the truly Western kind. The town certainly belonged to the delegates.

Medicine Hat—"The City of Eternal Light," and "The Town That Was Born Lucky"—does not lack picturesque names.

Wm. Pearce, Calgary and E. M. Saunders, Moose Jaw, familiar figures at previous conventions were greatly missed this year.

Secretary Hall was the hardest worked man at the convention. He was untiring in his efforts to keep the machinery running smoothly and he certainly succeeded well.

The attendance of the railway men was very much appreciated. Several misunderstandings were cleared up as the result of heart to heart talks.

Delegates and press representatives were given the privileges of the Cypress Club. A courtesy which was very much appreciated.

The influence of the Associated Boards should be greatly increased by the inclusion of Manitoba.

President MacKenzie is a winner at billiards.

A pleasant automobile run into the country on Saturday afternoon was much appreciated by the delegates.

"Welcome to the City of Eternal Light. This certifies that the town is yours," was printed on the badges presented to each delegate.

A smoker on Thursday night and an entertainment in the Opera House on Friday night, contributed to the gaiety of the convention nights.

A CHEAPER PLAN THAN EDISON'S

Edward Hett, inventor of the multicolor printing press, has applied for patents on a system of concrete construction which, it is claimed, makes it possible to construct a house shell in four days' time and at about half the cost of present methods. The system provides for assembling the molds and reinforcing material during the first day. The concrete is poured and mixed during the night for the first storey. This operation is repeated daily for each additional storey, the roof being poured on the last day. Thus, the entire shell, including inside partitions, floors, ceilings, staircases, chimneys, fireplaces, mantels, outside steps, porches, etc., is cast in one piece and the last of the molds can be stripped on the fourth day. The molds are made of sheet steel in units of various sizes, which can be readily put together for any sort of thickness of wall. If ornamentation is desired a suitable matrix is placed inside the mold. In this way any effect, inside or out, can be secured.

The cost of the system, including a set of molds, mixer and conveyer, is put at $10,000. This is only a fraction of Mr. Edison's estimate of $25,000 for molds and $15,000 for the extras in the way of machinery. This puts the proposition easily within the reach of contractors. As there is little deterioration in the "plant," it is said, thousands of house shells can be cast with a single set.

Osler Wade, Toronto, has been appointed to liquidate the Berlin District Steam Heating Company, which has been in the hands of a receiver for the past few months. The assets of the concern are about $99,000, as against $60,300 liabilities.

The Town That Was Born Lucky

Rudyard Kipling's Description of Medicine Hat Well Chosen—Wonderful Natural Advantages—Good Location for Foundrymen and Manufacturers—Alberta to Become a Manufacturing Province and Medicine Hat A Centre of Industry.

When Kipling described Medicine Hat as "the town that was born lucky," he expressed in picturesque and striking phrase the simple fact about the wonderful gas city in South-eastern Alberta. Sometimes it is a handicap to be born lucky, as witness the prevailing belief as to the lack of success of rich men's sons. But Medicine Hat is determined to make the most of the good fortune with which bountiful nature has supplied her and her people are of the class who would make a success of the building up of a town with less natural advantages than those possessed by the city of which they have every reason to be proud. Situated in the middle west, about halfway between Winnipeg and Vancouver, in the heart of the most rapidly developing section of the Dominion, this ambitious young city with its wealth of natural gas supplies is in an admirable position to become a manufacturing centre of the first importance. That this is the future of Medicine Hat not one of the citizens has any doubts and eastern skeptics who come to scoff are now remaining to investigate. The opportunities of the place, the future which it offers, grip the attention of the honest investigator.

The Natural Gas Asset.

The natural gas field in South-eastern Alberta covers, as nearly as can be ascertained, an area of about 100 miles in length by 50 miles in breadth and bids fair to be one of the best natural gas fields in the world. It is one of the largest gas areas known. One of the Medicine Hat wells shows the highest rock pressure in America with the exception of some of the West Virginian wells. On the day the flow was struck the well accumulated a pressure of 400 pounds in twelve minutes. Several weeks later this well accumulated the same pressure in eight minutes, showing an increase in the flow. The pressure in this well is now more than 500 feet and it is supplying the whole city and the water works pumping station. The other four wells on the municipal system have been shut off as their supply was not needed. Ten wells have been drilled in Medicine Hat, and in every one gas has been found, showing that the supply is practically inexhaustible.

A good flow is found in any part of this district at a depth of 650 feet, but by boring for 1,000 feet the best dry gas in America is struck. When it is remembered that the gas area has been explored and proved over the immense area indicated above and that gas can be obtained by boring in practically all parts of this area it can readily be understood that South-eastern Alberta possesses in this gift of nature one of the most valuable assets.

The gas is almost pure methane (swamp gas) the analyis being as follows:

Methane, 99.49 per cent.
Hydrogen, .51 per cent.
Oxygen, trace.

The British Thermal Units (B.T.U.) per 1,000 feet of Medicine Hat natural gas are as follows, shown in comparison with other gas areas in America:

Medicine Hat gas	1,100,000
West Virginia	1,145,000
Ohio and Indiana	1,095,000
Kansas	1,100 000
Gas made from coal	755,000
Water gas	350,000
Producer gas from bituminous coal	155,000

The above figures show conclusively the value of the Medicine Hat gas as a fuel in comparison with the gas obtained in other fields or manufactured in various ways.

Will It Last?

But will this last? is the question asked by every skeptic. No, it is not likely to last forever, but there is little probability of the supply being exhausted during the life-time of the questioner. The coal areas will not last forever, they must some day be exhausted; but that day is so far remote that there need be no cause for anxiety for many years to come. Similarly there need be no cause for anxiety about the Medicine Hat gas field. As yet the vast gas field has been tapped in only a few places and it extends over a vast area. The fact that a great reservoir exists under the city of Medicine Hat and district is shown by the way in which the wells in that city have stood for years the drain made upon them without showing any diminution in the pressure or volume. The engineer in charge of the C.P.R. well and shops assured the writer that there has not been one ounce of diminution in the maximum pressure of that well since the day it was started, about three and one-half years ago.

The C.P.R. Shops.

That this particular well is subject to constant drain is soon seen by an inspection of the C.P.R. shops and roundhouse. These shops afford an agreeable contrast to most shops of the kind. Except for the coal for the locomotives there is not a pound of coal or a stick of kindling wood to be seen in the place. Consequently there is no smoke and no dirt. Natural gas from the company's own well furnishes all the light, heat and power required and it is estimated that the saving to the company amounts at least to $60,000 per year.

Formerly in firing up their engines hundreds of cords of wood and a large quantity of oil and waste were used, the operation requiring a long time. To-day a few inches of coal are thrown into the fire box of the locomotive, a burner in the shape of the letter U about six feet in length, made of iron tubing, perforated and attached to a rubber hose is thrown in on top of this coal and ignited. The coal is quickly kindled from the top down and at the same time steam is made in the boiler. Under the old system it took from three to four hours to have an engine ready for the road but with the use of gas a cold engine can be got under steam and ready for the road in one and one-half hours. This one item means a saving to the company of six thousand dollars a year.

Locomotive and car springs for the entire division are made in the Medicine Hat shops in a small furnace operated with natural gas. With crude appliances the engineer in charge is demonstrating what can be done in making brass castings. There is plenty of molding sand in the immediate vicinity and with gas at hand for the furnaces there is a splendid opening in Medicine Hat for a foundry.

The Cost of Power.

With a small initial capital expense any manufacturing plant locating in Medicine Hat can secure light, heat and power practically free for all time to come. That is, the items of light, heat and power can be practically eliminated from the manufacturers cost sheets and every manufacturer who has figured what these three items cost him must know what an important saving this represents.

In the course of a very interesting paper on "The Cost of Power," delivered before the Canadian Manufacturers' Association last September by L. G. Reid, consulting engineer, Montreal, it was pointed out that very few manufacturers know what their power is really costing them. He said:

Let us take for an illustration a moderate-sized ordinary steam plant and let us assume that it operates on the basis of ten hours per day for 300 days in the year and that the actual average power required throughout each day of ten hours is 200 horse-power and let us take coal at $3.50 per ton.

"It is safe to say that the coal bill for one year in such a plant will not be less than $4,500; that you will pay your engineer $1,000, and after the incidentals have been added for oil, pack-

ing, waste, etc., the total amount will be $6 200. Then additions for interest and depreciation will usually bring this amount up to at least $7,000, or say, $35 per horse-power and the average of 200 horse-power.

"It is probably safe to say that not one manufacturing plant in fifty is making its own power for so low a cost as $35.

"Now let us see what this $7,000 per year as a fixed charge for power really stands for.

"$7,000 represents the net profits on perhaps $75,000 to $100,000 of finished product.

"It represents a fixed charge against your business equivalent to $140,000 of 5 per cent. bonds, and it is needless to say you would give much thought to the question of the issuance of such an amount of bonds."

The whole purpose of Mr. Reid's paper was to point out the importance of watching the cost of the power department and to suggest economies whereby the cost of steam power might be reduced to $25 per horse power per annum upon the average load used. He did not think it could be reduced to any lower figure and he is a man who ought to know. On the other hand, the lowest price at which it is expected that Niagara power can be delivered in Ontario towns is about $17 per horse-power per annum and it has yet to be demonstrated that this can be done.

What a Comparison Shows.

In comparison with the above what can the gas city of the west offer to the manufacturer?

Mr. Reid estimated the average cost of 200 horse-power per annum for the plant used in his illustration to be at least $7,000. A manufacturer can drill his own well in Medicine Hat and thus secure a supply of light, heat and power (not power alone) in perpetuity for much less than it would cost him for steam power for one year only. Drilling costs $2.50 per foot for the first 700 feet and $3 per foot beyond that up to 1,000 feet. Including the cost of the necessary piping the entire cost of a well 1,000 feet deep is about $4 500. That is, for an expenditure of $4,500 a manufacturer can obtain in perpetuity a supply of light, heat and power as compared with an expenditure of $7,000 per annum for power alone. This comparison does not do justice to Medicine Hat for an unlimited supply of power can be obtained from the one well, not merely 200 horse-power.

Municipally Owned Wells.

On the other hand, if the manufacturer does not want to go to the expense of sinking his own well he can buy his gas from the city. Medicine Hat controls its own gas supply as a municipal enterprise and the price to manufacturers is only 5 cents per thousand cubic feet.

Taking a 200 horse-power engine as the basis of calculation the cost of power then works out about as follows: Natural gas consumed at the rate of sixteen cubic feet per horse-power per hour at five cents per thousand feet makes $1.60 per day for ten hours, which, multiplied by the three hundred working days in the year, gives the cost for operating a 200 horse-power engine in so far as fuel is concerned $480 per annum or $2.40 per horse-power per annum. No stokers are required, no coal being freighted from mines to be used under your boilers, and no refuse or ashes to be carted away. Every foot of gas paid for can be used and the manufacturer pays only for what he uses. If the load during the day is fifty horse-power you pay for the amount of fuel required to produce fifty horse-power. If at any time during the day, the peak load reaches your maximum of 200 horse-power you pay for that and no more, no less. To those who have never investigated the merits of natural gas as a power producer this may seem almost incredible, but investigation will show the correctness of these figures. It should also, be borne in mind that the gas will supply light and heat as well as power—the same commodity that drives the engine will also light and heat the plant and buildings.

The Call to Manufacturers.

This, then, is the why and wherefore of Medicine Hat's right to the name "The town that was born lucky." During the severe winter of 1906-7 when there was so great distress throughout Western Canada because of the fuel famine, Medicine Hat had no trouble Her fuel supply was at hand. While other cities are at work on schemes for securing cheap hydro-electric power Medicine Hat has the cheapest power on the continent. With justice, therefore, does she extend an invitation to outside manufacturers to locate in the gas city. Nowhere else can they secure power at anything like the price.

The market is a growing one. At this late day it is not necessary to point to the rapid growth of the Canadian West. The Western Provinces are receiving the bulk of the immigration to Canada and there is room for millions more. This will soon be the largest market in Canada and just as manufacturing has followed the westward trend in the United States, so it is bound to do in Canada. Some province in the west is going to be a manufacturing province and the people of Alberta believe that theirs is the province fitted by nature to fulfil that destiny. Medicine Hat with its cheap light, heat and power believes that among the manufacturing cities of the west it is to have first place.

BUILDING IN CANADA FOR 1907.

The Dominion Department of Labor has published a detailed statistical return relating to building operations in the leading industrial centres throughout Canada during 1907. The report says:

For some time past the great extent of building has constituted one of the most noteworthy features of the season throughout Canada in connection with industrial and labor conditions, the marked expansion which has taken place in commerce and industry having been accompanied by a corresponding increase in the number of buildings erected or enlarged.

The statistics were collected during January, February and March, returns being sought of the number of permits issued in municipalities having a population of 5,000 and upwards, and of the declared valuation of the buildings erected therein, the statistics being further classified according as the work was in connection with new buildings or repairs. In municipalities in which no system of issuing permits is in use returns based on estimates prepared by local architects, building contractors, assessment commissioners or others in a position to furnish reliable information were secured.

The total value of buildings erected in these localities were $58,587,987.50. Of this Toronto contributed $14,325,800, being, as in 1906, the locality in which building was most active during the year. Montreal, with $8,406,136, stood second; Winnipeg third, with $6,455,350, and Vancouver fourth, with $5,596,594. The remaining cities in which the value of building during 1907 exceeded $500,000, were: Hamilton, $3,030,240; Ottawa, $2,364,950; Edmonton, $2,275,218; Calgary, $2,109,249; Victoria, $1,500,000; Regina, $1,177,840; Medicine Hat, $1,000,000; London, $875,000; Halifax, $626,603; Berlin, $770,000; Stratford, $667,038; Brandon, $557,180; Quebec, $529,820; Sherbrooke, $520,100; New Westminster, $520,000; Brantford, $510,020, and Guelph, $520,750.

Comparative returns relating to the value of buildings in 1907 and 1906 were obtained in the case of 40 cities. In these cities the total value of buildings erected in 1906 was $58,615,174, and in 1907, $56,305,792, a decrease of $2,309,381.50. The localities from which returns were received to the effect that the year was less active than in 1906, were Sydney and Halifax, Charlottetown, St. Hyacinthe and Montreal, Belleville, Welland, St. Catharines, Woodstock, London, St. Thomas and Sault Ste. Marie, Winnipeg and Brandon, and Regina. The most notable decrease of the year took place at Winnipeg, viz., $6,305,100. In all the other cities increases were shown. The localities in which the increase in the amount of building during the year compared with the preceding year was more than $500,000, were Vancouver, $1,362,684; Toronto, $1,165,402; Hamilton, 1,105,425; Victoria, $800,700; Ottawa, $635,975; Calgary, $626,265.

INTERNATIONAL STEEL TRUST.

In spite of all denials the Iron and Steel Trades Journal, London, Eng., declares it has authority for stating that the formation of an international steel trust, in which American, German and Russian syndicates will unite with British steel interests, will be an accomplished fact in a few weeks. The headquarters of the new concern will be in London, and its capitalization will reach £150,000,000 sterling.

The Twin Cities of Alberta

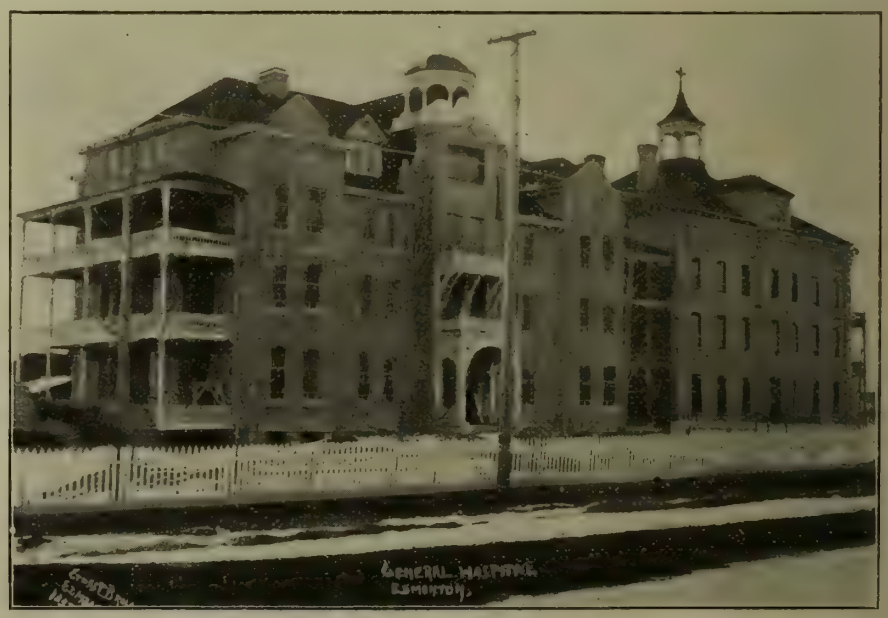
A. G. Harrison, Secretary Edmonton Board of Trade, Describes Some of the Advantages of the Adjoining Cities of Edmonton and Strathcona.

Edmonton is beautifully located on the north bank of the North Saskatchewan River with Strathcona on the south bank. The population of Edmonton is approximately 20,000, and that of Strathcona 5,000, making a joint population of the twin cities of 25,000. This rapidly-growing city is very unlike the prairie towns, being 150 feet above the river bed, and has wooded and park-like surroundings. The term "Northern Alberta" so often used as applying to Edmonton is a mis-nomer, as the city is in reality 50 miles south of the geographical centre of the province.

One of Edmonton's New Business Blocks.

The city owns and operates its own water service, has electric light and an up-to-date sewage system lately installed and has also discarded the old telephone and installed the automatic Strowger telephone throughout the city. It has also fine pavements and boulevardes while street car tracks are in course of construction through the main thoroughfares, the street railway franchise being owned by the city. Natural gas has recently been discovered at Morinville 18 miles north of the city. This will be piped to Edmonton and will be of great commercial value.

Edmonton has fourteen chartered banks (which fact alone demonstrates stability), twenty-two hotels, two daily, five weekly and three monthly newspapers, four saw mills and planing mills, one modern brewery, two aerated water factories, a seven-storey packing and storage plant costing over $1,000,000 to erect, tent and mattress factories, three brick yards, steam laundries, etc., and many of the chief eastern wholesale houses are represented here with branch warehouses or agents.



New General Hospital Building, Edmonton.

The Provincial Parliament buildings are being erected at a cost of $1 250,000, five banks have erected handsome brick buildings, the Swift Co. packing plant is drawing near to completion, a four-storey building, 100x60 feet, is being erected on Main St. for apartments and stores, while there are also several large business blocks being erected throughout the various business portions of the city. How the city is going ahead is shown by the record of building permits, as follows; 1905, $750,000; 1906, $1,868,069; 1907, $2,280,210; and for 1908 up to May 15, $1,602,980.

Edmonton is practically built on an enormous coal bed, it being impossible to walk up or down the river without seeing the huge seams exposed. Hundreds of tons are shipped annually, the price at the pit mouth being about $1 per ton, and delivered in the city at $3.50. Modern mining machinery is being installed and the coal industry is only in its infancy. Then, it has a rich territory extending at least 400 miles to the east, 300 miles south and 500 miles to the west and north in which the local industries have a practical monopoly.

By the end of the year Edmonton will have no less than three transcontinental railways. As soon as the Canadian Northern Railway reached Edmonton the city became a permanent distributing centre. Freight rates were adjusted and Edmonton placed on an equal footing with other distributing centres of Western Canada. Then the Canadian Pacific Railway have definitely announced it to be part of their policy to make Edmonton a wholesale and distributing centre, while then the Grand Trunk Pacific will further add to the city's advantages, and bring it to the fore as a distributing centre.

With its surrounding country contain-

ing v. ..ural resources, such as coal, timber, clay and marl deposits, natural gas supply and petroleum fields, iron ore deposits, quartz mining claims, etc.. Edmonton offers excellent openings for factories and mills, the following being the chief industries for which there are opportunities: Woolen mills, pickle factories, cereal mills, box factories, furniture factories, soap factories, cement works, paper mills, oatmeal mills, malting houses, wholesale fur house, terra cotta and ornamental brick factories and others. Edmonton does not offer bonuses to factories because the location is too good to make it necessary. It does, however, offer water, light and power at cost and a fixed rate of taxation for a number of years.

Edmonton being the capital city, with the Government House located here, makes it a social centre. The University across the river in Strathcona, and the Alberta College at Edmonton shows it to be an educational centre.

Edmonton is in a mixed farming district, having a rich black soil, on which wild vegetation thrives wonderfully, producing good hay for the winter at the mere cost of labor. Wheat averages from 25 to 50 bushels per acre, oats from 30 to 80, and barley from 40 to 60. There is an unlimited choice of free homestead lands from 50 to 60 miles out of the city and further.

The beautiful autumns, the mild winters and the cool nights in summer (no matter how warm the day) have won for the province the name of "Sunny Alberta."

A Live Board of Trade

Some of the Things Done by the Saskatoon Board Recently to Boom "the Hub of the Hard Wheat Belt."

This year the Saskatoon Board of Trade did a very wise thing, which, though costing the city a considerable amount, will in the near future amply repay the outlay.

Early in the year the executive, or council, of the board, saw that some live advertising ought to be done in order to induce manufacturing concerns and wholesale houses to locate here. With keen penetration into the future, and with the knowledge that Saskatoon was fast becoming a railway centre in the middle west, they cast about for a responsible, competent and trustworthy man to manage their affairs. They could also see that two additional transcontinental railways were making this a divisional point, with stations, shops, and roundhouses. They had in mind a power scheme now on foot to harness the waters of the Saskatchewan River for power purposes.

The fact that the city is situated in the heart of the hard wheat belt, too, destined it to become a wholesale centre and distributing point, with railways radiating in all directions, thus making shipping facilities all that could be desired.

With the object in view of bringing the advantages of Saskatoon to the notice of the general public, merchants, wholesalers and manufacturers in all parts of Canada and the States, F. Maclure Sclanders, St. John, N.B., was chosen commissioner to the board, with instructions to conduct a wide advertising campaign. M. Isbister, president of the board, himself an alert and keen business man, and a hardwareman, with his executive have been most fortunate in their choice, and Mr. Sclanders has been very successful in conducting the work under their directions.

A special pamphlet has been compiled overflowing with illustrations and information of a nature that is convincing, with statistics, data and other matter. Stationery has been secured with maps of the surrounding country shown on the back and advertising space has been taken in the leading papers and magazines.

Not content with advertising from this end merely, the board decided to send a delegate to St. Paul, on the south side of the line, armed with samples of wheat and the necessary literature. This delegate, S. G. Lawson, remained in St. Paul one month, addressing meetings of farmers, merchants and manufacturers. He also secured an interview with Senator J. J. Hill and interested the great railway magnate in this part of the northwest.

F. MACLURE SCLANDERS
Commissioner Saskatoon Board of Trade.

Nor have the labors of the board stopped here. On the opening of the new Canadian Pacific Railway from Winnipeg west, the board seized the opportunity, with the co-operation of Mayor Wilson, to charter a special train from the latter place, and invited the jobbers and manufacturers of Winnipeg to take a trip to the "hub" of the hard wheat belt. Quite a number availed themselves of the opportunity the trip afforded and were entertained by the city authorities.

NEED OF FORESTS.

It has been customary to cite Spain and China as examples of the distressing results which follow forest destruction. The country's population is believed not to exceed one-third of what it once was or what it might be again. Much of the denuded land is absolutely barren, with the red rock laid bare where agriculture once flourished. Hills, whose rounded forms indicate they once supported forests, are bald and dry now and without inhabitants. In some localities peasants, with hammers, pulverize rocks and make little patches of soil for gardens.

At the present time Spain's most valuable forest product is cork. The annual cut is 30,000 tons, but the cork forests are going, as other forests went, and for the same reason—want of care. Enterprising Spaniards are just now trying to supply their country with home-made paper, but pulpwood is not to be had except by importing it. The home cut is only 2,500 tons a year—about what a single American pulp company would use in three days.

Foresters say that there is no reason why Spain might not do what France, her next neighbor on the north, has done, cover her barren places with forests, restore the soil, abate floods, mitigate droughts, provide employment for many, and furnish raw material for manufacturies.

MANUFACTURE OF TINFOIL.

Tinfoil, so extensively used for wrapping tobacco, certain food products, and other articles of commerce, is a combination of lead with a thin coating of tin on each side. A tin pipe is made of a thickness proportionate to its diameter, and this pipe is filled with molten lead and rolled or beaten to the thinness required. In this process the tin coating spreads simultaneously with the spreading of the lead core, and continuously maintains a thin, even coating of tin on each side of the centre sheet of lead.

The new experimental furnace at the Noble electric iron smelter at Heroult, on Pitt River, near Redding, Cal., has been run continuously for some time, turning out 2,400 pounds of pig iron every twenty-four hours. The new furnace is the design of Prof. Dorsey Lyon, of Stanford University, who superintended its construction and is directing its operation. A recent test run was very satisfactory, the furnace being tapped regularly every four hours. The Lyon furnace differs from the Heroult electric furnace in that it is operated by a single-phase current, the other being of the three-phase type.

Population, 19,050
Assessment, $21,985,700
1907 Building Permits, $2,239,755
Tax Rate, 13 1-3 mills on the dollar

Calgary and Edmonton
Canadian Northern
Grand Trunk Pacific (building)
Canadian Pacific (building)
Edmonton, Yukon and Pacific
Edmonton and Lesser Slave Lake

EDMONTON

The Centre of the West

Why not extend your business thereto ?

The object of this advertisement is to attract the attention of Loan Companies, Wholesale Houses, Jobbing Warehouses and Manufacturers to EDMONTON as a centre worthy of their consideration when extending their business in Western Canada. Write A. G. Harrison, Secretary of The Edmonton Board of Trade, for further information.

During each period of 20 years there has been in the past one great pioneer city in the making. Take St. Louis, Chicago, St. Paul, Minneapolis, Winnipeg, etc., they have had an assured growth. These are the kind of cities in which business men of ability did, without any doubt, cast their lot.

It is fair to presume that there is somewhere a new city of the above class springing up at the present time, and that far-seeing business men are locating therein.

EDMONTON
IS THAT CITY

It is for you to realize that this is so, and a close study of the situation must convince any man that a city that is located in the centre of the Province of Alberta, and on the line of three such railroads as the Canadian Northern, Canadian Pacific and Grand Trunk Pacific, a city that is the Capital of the richest Province of the Dominion, a city that is surrounded by miles of rich agricultural land underlain with immense coal beds, a city that commands the trade of the country 2,000 miles to the north, 300 miles to the west, 150 miles to the east and 100 miles to the south, a city that increased in population from 2,626 in 1901 to 19,050 in 1908, a city which has issued building permits to the amount of $2,280,210 in 1907, a city that has fourteen banks, eleven public schools, etc., is the place in which expansion of trade will surely take place, and is a certainty as far as may be for BUSINESS OF ALL KINDS.

Card Records for Catalogues, Costs, Etc.

Howard R. Wellington Gives Some Practical Suggestions on Labor-saving Office Methods—How to Treat Expenses in Books at Close of the Year.

A correspondent has written asking for information on the best card system for keeping track of catalogues and also for stock instead of using a stock book.

As to filing catalogues, the only tangible method, owing to the variety of sizes and shapes, is to have a filing box, extra large size preferred, together with large division cards, forming pockets, arranged alphabetically, into which the catalogue can be dropped, according to the firm's name from whom the goods have been purchased, and not according to the class of goods covered, as is sometimes done. If the proprietor possesses a low desk, one of the large drawers on the right-hand side can be used to advantage for this purpose. Frequently a buyer will run across a certain line of goods required for stock and has, for the moment, perhaps forgotten from what concern he has purchased previously. To overcome this difficulty, we would suggest using a card index somewhat similar to Fig. 1, arranged alphabetically according to the line of goods bought or sold, and giving in addition the purchases, sales, stock on hand at any period, concerns from whom particular lines are purchased, cost and selling prices of each line.

Both sides of such a card could be ruled, and with the three sections on each side of the card, it could be used for a considerable time before it is necessary to make a transfer. The purchases could be posted each day from the purchase invoices or periodically—say every week—and the sales posted from the sales invoices and also from the cash sales slips, the balance being the stock on hand, is extended when posting is finished. A great many merchants may argue that it does not pay to adopt such a system, but the results obtained will more than compensate for the small amount of detail involved. By using some such method the stock may be watched more carefully from the office and these records used as a guide when ordering goods. Some special check mark should be used on the sales and purchase books to indicate that the quantities had been posted to the stock card.

We find that a number of merchants are adopting the plan of marking the cost of each article in cipher, when checking same off with the purchase invoice, in addition to the selling price in plain figures. This is an excellent plan for two reasons—first, it enables the head salesman to make a slight reduction, if necessary to a sale, and, second, it will save a great deal of time at stock-taking, when the quantity and cost price may be called in at one time.

ARTICLE Canvas A.1. BUY FROM White Mfg. Co Ltd Denton & Limited COST PRICE 12½ 11 S/P 15 14

DATE		BOUGHT	SOLD	STOCK	DATE		BOUGHT	SOLD	STOCK	DATE		BOUGHT	SOLD	STOCK
May	2	50 yds			June	1		28	120					
	10	65		115										
	16		15	100										
	18		12	88										
	25		40	48										
	29	100		148										

Expense Items When Closing Books.

When we approach the end of our financial year, there are a number of expense items, such as telephone, rent, taxes, insurance, stationery stock, outstanding, either prepared or due. If these items can be paid within the year, so that each year's business will assume its share of such expenses, no provision need be made for outstandings, but, as a rule, there are some items which of necessity are not to be treated in this way, and which must be carried forward either as an asset or a liability. In bringing these items forward, if the amount is due or a certain proportion of it is due, that amount is brought down as a liability; on the other hand, if the amount is prepayed or unearned it is brought down as an asset. These items appear on the statement under the heading "Expenses Prepayed or Unearned," or "Expenses Due."

THE GIRL OF METAL.

"Can I sell you a love story?" asked the aspiring young author in the editorial department of the big magazine.

"Possibly," replied the busy editor. "What kind of a heroine have you pictured?"

"Well, she is a girl with an iron will."

"Go on."

"And a heart of steel."

"Ah!"

"And sufficient brass to carry her through the world, and plenty of tin to buy a titled husband."

"Whew!"

"But when she riveted her eyes . . ."

"Hold on, young man. This is a magazine office. I think you had better try and sell that story in a hardware store."—Chicago News.

The McCartney Fowler Co., Regina, Sask., has the contract for the public school at Francis, Sask., their figure being $10,280.

A. C. Flumerfelt, president of the International Coal and Coke Co., Coleman, Alta., was in Montreal a few days last week and stated that the company's 200 coke ovens have been reopened in consequence of the revival of the copper industry, the International having a contract to deliver coke to both the Dominion and British Columbia Copper Companies. He also reported that the coal output would be good in June.

HARDWARE TRADE GOSSIP

Ontario.

W. A. Russell, manufacturers' agent, Portage la Prairie, Man., is spending a couple of weeks in Toronto.

James Purvis, Sudbury, with Mrs. Purvis, have returned home after a ten days' holiday in Toronto and vicinity.

Edward A. Sherlock, representing the Miller Lock Co., Philadelphia, called on hardware jobbers in Toronto this week.

F. W. Silvester, junior member of the firm of Silvester Bros., Stouffville, was married on Wednesday of this week to Miss Mary Reynolds, of Reynold's Court, Uxbridge.

D. Findlay, of Findlay Bros., stove founders, Carleton Place, was a visitor in Toronto last Saturday on his way to Winnipeg.

When looking around the store for something to advertise, think of the axes, sawbucks, woodsaws, and all other lines that have anything to do with the woodsman or the woodpile.

T. B. Williamson, who has represented H. S. Howland Sons & Co. in Toronto for the past eleven years, has been taken into the buying department, associated with Mr. T. G. Dexter. Mr. Williamson's place in the city has been taken by Thos. Wright, until recently the firm's representative in Manitoba Saskatchewan and Alberta.

J. Walton Peart, of the St. Marys Hardware Co., and an executive officer of the Ontario Retail Hardware Association, left on Tuesday on a six weeks' trip to the Pacific coast, for the benefit of his health. Mrs. Peart accompanied him. They will visit at Winnipeg, Regina and Vancouver, and will go as far as Portland, Oregon, returning via Chicago.

C. W. Evans, commercial traveler, must repay to Wm. Croft & Sons, Toronto, who employed him, an over-payment of salary and expense money. Judge Winchester decided that he should return the money. Evans appealed to the Divisional Court at Osgoode Hall, and it has confirmed the county judge's finding. Evans and his employers disputed over the terms of his contract of employment.

In the disastrous fire at Burks Falls last Saturday, the Burks Falls Hardware Company's stock and store buildings, owned by C. W. Clarke, were destroyed. On the latter the lost was $2,000, with $1,000 insurance. The company was composed of J. Hilliar and Alex. Lowry, the latter having recently been taken into the business. Mr. Lowry was formerly on the staff of Hardware and Metal and more recently with H. S. Howland Sons & Co. The loss on the stock was $6,500, with $4,000 insurance.

On a charge of attempting to defraud their creditors out of sums totalling $9,000, Morris Levinsky and Joseph Shapiro, two well known Toronto junk dealers, were arrested on Monday. The warrants for the men's arrests were sworn out following an emergency meeting of the creditors on Saturday night. At the meeting Levinsky informed his creditors that he had only $1,700 to offer, but the creditors assert that before the meeting was called the two men had stored away large quantities of junk or had otherwise disposed of it.

Quebec.

The Canadian Buffalo Forge Co. have opened an office at 17 Bleury St., Montreal.

H. S. Eadie, of Eadie-Douglas Co., Montreal, was in Quebec this week on business.

M. J. McLaughlin, of the United States Steel Products Co., Montreal, visited Sherbrooke this week.

Fire destroyed the business and principal residential sections of Three Rivers, Que., including all the hardware stores.

F. O. Lewis, of Lewis Bros., Montreal, accompanied by Mrs. Lewis, after an extended trip to Europe, sail for home on July 3.

Montreal Rolling Mills are having their annual reunion of agents and travelers to discuss the conditions and prospects for the coming year.

F. J. Shand, deputy manager for Nobel's Explosives, who has been touring Canada for three weeks investigating the ammunition trade, has returned to Glasgow, Scotland.

Fred Schuck, Montreal, has been appointed Canadian agent for Wiley & Russell, Springfield, Mass., manufacturers of small tools and Horton & Son, Windsor Locks, Conn., manufacturers of chucks.

G. W. Sadler, of Sadler & Haworth, leather belt manufacturers, has been elected chairman of the Montreal branch of the Canadian Manufacturers' Association by acclamation. W. T. Whitehead was elected vice-chairman.

F. Heaven, representing T. S. Hall, Bristol, Eng., manufacturers of general plate iron and sheet metal, dairy goods, etc., was a visitor to Montreal this week. He is studying the Canadian market and will appoint Canadian agents to look after the company's interests here.

INDUSTRIAL NOTES.

Walker & Son have started a factory at Rosthern, Sask., for the manufacture of sashes and doors.

The lower mill of the Lincoln Paper Co., Merritton, was destroyed by fire on June 19. Loss $50,000.

The packing plant of J. Y. Griffin & Co., Winnipeg, was damaged by fire to the extent of about $75,000.

The Willis Piano Co., Montreal, is building a concrete factory to employ 100 men at Ste. Therese, Que.

The large abattoir of Gordon, Ironsides & Fares, Winnipeg, was destroyed by fire recently. Loss about $50,000.

Stockwell, Henderson & Co., Toronto, will in the fall commence the erection of a building estimated to cost $20,000.

The B. C. Copper Co.'s smelter at Greenwood, B.C., since resuming operations, has treated over 12,000 tons of ore.

Jos. T. Gilman, of the Goodwin Car Company, New York, recently stated that his company were considering locating in Winnipeg.

A $3,800,000 pulp and paper mill is promised to be built at Kenora by a syndicate, if the town grants tax exemption for ten years.

The Morlock Bros. Co., Guelph, propose to amalgamate with them the Jas. A. Cline Co., Stratford, and remove the latter concern to Guelph.

The Fernie-Fort Steele Brewing Company have awarded the contract for the erection of a modern $200,000 brewing plant to H. Stanley, Fernie.

The Evans Co., Sudbury, will erect a new plant in Sudbury, owing to the Canadian Northern Railway wanting the present site of the factory.

The Northern Iron and Steel Corporation, with United States capital, intend establishing a plant to employ 1,000 men, on the British Columbia coast.

The Hydraulic Supply Mfg. Co., Seattle, will build a branch plant in Victoria, if it secures the contract for 18,000 feet of steel-riveted pipe required for the new waterworks system there.

The dispute between the Nova Scotia Steel and Coal Co., and its men, has been referred to a board consisting of Prof. Adam Short, Kingston, chairman; Dr. David Allison, Sackville, N.S., and J. W. Madden, Sydney. Mr. Madden was appointed by the men; Dr. Allison by the Minister of Labor, and these two men invited Prof. Short to be chairman.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Fuse for Blasting.

Emerson & Fisher, St. John, write: "Can you give us the names of Canadian manufacturers of single and double tape fuse for blasting purposes. If not made in Canada, could you give us the name of the best American maker."

Tape fuse is not make in Canada, but is imported in large quantities by the Hamilton Powder Co., Hamilton. The Ensign Bickford Co., Finsbury, Conn., are manufacturers.—Editor.

Lawn Mower Repairs.

James Wright & Son, Strathroy, write: "Can you tell us where the Perfection lawn mower is made or where we can get repairs for it."

The Perfection is an American mower formerly sold by Rice Lewis & Son, Toronto, who can supply repair parts.—Editor.

Aluminum Manufacturers.

The Georgian Bay Lumber Co.'s mercantile department, Waubaushene, Ont., asks for the names of aluminum manufacturers.

The Aluminum Co. of America, Shawenigan Falls, Que.; Niagara Falls, N.Y., and Massena, Pa.—Editor.

James White Lead.

George Gilmer, Waterdown, Ont., writes: "Can you tell me where I can get James white lead. I have been told there is a place in Montreal, but cannot find the address."

A. C. Leslie & Co., Montreal, are the Canadian agents of James & Co., English white lead manufacturers.—Editor.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:
Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES:

MONTREAL - - - - - 232 McGill Street Telephone Main 1255
TORONTO - - - - - - 10 Front Street East Telephone Main 7324
WINNIPEG - - - - 511 Union Bank Building Telephone 3726
LONDON, ENG. - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg
NEW YORK - - R. B. Huestis, 544 West 145th St. Telephone 2430 Audubon
VANCOUVER, B.C. - - - - - R. B. Bennett
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

ANOTHER SUCCESSFUL CONVENTION.

Many important questions of particular interest to the people of western Canada were discussed by some of the best business men of the west at the fifth annual convention of the Associated Boards of Trade of Western Canada, held in Medicine Hat last week; and the extended report of the proceedings appearing in this issue of Hardware and Metal is worthy of the careful perusal, not only of our readers in western Canada, but of those of our readers in the east who desire to familiarize themselves with western thought and western problems. The best business men of the western provinces are sent to these conventions as delegates and the results of the serious deliberations of these men receive and deserve to receive careful consideration on the part of legislators, Dominion and Provincial.

Recognizing the importance of the deliberations of this convention and the duty of the trade press to report fully the proceedings at meetings of this kind at which business problems are discussed by the leading business men of the country, the MacLean Trade Newspapers have been represented at the last four conventions by a member of the regular staff. The most complete reports published have appeared each year in the MacLean Trade Newspapers. At this year's convention the Toronto Globe was the only other paper outside the Province of Alberta having special representation.

The influence and prestige of the Associated Boards will be greatly increased by the decision to admit into membership the boards of the Province of Manitoba. Retiring President McAra was able to point with satisfaction to several important reforms which had followed as a result of last year's deliberations and there can be no doubt that the resolutions passed by a body of representative business men, including also the important Province of Manitoba, will have even greater weight with Dominion and Provincial cabinets. The decision to include Manitoba is a decided step in advance.

PRESS COLLECTIONS NOW.

With the business outlook brightening as a result of the splendid crop prospects in most districts, the present is an opportune time to press for the payment of outstanding accounts.

Much money is owing to merchants by farmers and others who have money hoarded up in savings banks. The bankers, of course, encourage depositors to leave their money in the bank, but it is not honest or fair for customers to allow accounts to remain unpaid when they have the money to meet the calls upon them.

Merchants, too, who do not press such customers for the money rightly due are lacking in the qualities necessary for business success. The man who wins to-day is he who sails close to the plan of buying and selling for cash.

A merchant cannot buy for cash when selling goods on credit and unless he buys for cash he loses the trade discounts which spell success or ruin for him.

The old-time dealer supplied goods on long credit at equally long prices. The modern merchant cannot get the big profits formerly obtainable. He must sell in competition with the catalogue house run on a cash basis. And he must sell for cash or on short term credit with note security or he will sooner or later get squeezed.

The hardwareman who has money tied up in overdue accounts will act wisely in trying to get this in now, and then follow by curtailing his credit sales. The outlook is bright and the crop outlook encourages the hope that trade will be good next winter. But it will be well to utilize the present opportunity to gather in money and adopt the cash system completely or in part.

ACTUAL CONDITIONS DESCRIBED.

The MacLean Trade Newspapers have been performing a practical service to all interested in Western Canada by the publication in its papers during the past few months of a weekly article on "the Situation in the West," written by one of the best informed newspaper writers in the west.

Instead of merely boosting the west and describing artificial conditions, the real situation has been outlined, as readers of trade newspapers require accurate information.

Now that the outlook is indeed brightening and the prospects are that western Canada will have the largest crop in its history, the statements made by our correspondent are given greater heed to than would be the writings of an over-optimistic space writer.

Absolute reliability can be placed on the articles on the western situation, published each week, as well as upon the market reports and editorial matter on other pages throughout the paper.

REORGANIZATION NEEDED.

The report of the proceedings at the annual convention of the Ontario Retail Merchants' Association at Galt last week gives much food for thought.

One important point is the seeming lack of appreciation of merchants generally, and members of the association particularly, of the work that has been accomplished for them by this organization. Here is an association of merchants united for mutual protection and for the advancement of the retailer generally, and yet out of the five thousand odd members, but seventeen hundred have this year paid the small annual fee imposed.

Surely all members recognize the fact that the Retail Merchants' Association has during the time of its existence done splendid work for the retail trade, especially in matters of legislation.

At the Galt convention neither the secretary or treasurer were prepared to make a written report regarding the financial position of the association, so it was decided to appoint a special committee to investigate and report on a plan of reorganization.

One good thing will come of the very free discussion which took place on the financial position of the association, and that is the re-organization of the association that is bound to come. The members of the association long ago should have taken the interest they now manifest in the affairs of the organization. Besides placing the association on a sound financial basis, it should be the aim and duty of the special com-

mittee appointed to look into the affairs at the head office to devise a scheme for carrying on the work in a businesslike way, for the association cannot be regarded as other than an organization of business men, which must be conducted on sound business principles.

Some plan should be arranged, the Retail Merchants' Association and the Ontario Retail Hardware Association could work together on matters of legislation affecting merchants generally.

EVIDENCE OF IMPROVING CONDITIONS.

"I am pleased to tell you that business is improving very nicely with us, and with a magnificient crop in sight such as the country shows at the present time, business cannot help but improve, and if the crop is harvested in good shape we can look for 1909 to be one of the best years Canada has ever seen."

The above is from a letter received by a friend in Toronto from a former president of the Canadian Manufacturers' Association and the head of one of the big paint and varnish concerns. It is the best evidence of improving business conditions. Paints and varnishes are to some extent luxuries. A business man, a farmer or mechanic, does not paint and touch up his buildings or his fences when times are bad, money scarce and the outlook blue. It is a sign of returning prosperity. Advantage should be taken of it by business men to collect their accounts prom order to pay the wholesale merchant and he to pay the manufacturer. The manufacturer has need of the money for extensions of his plant and purchase of machinery. With manufacturers busy, more mechanics will obtain employment and the money will pour back into the hands of the merchants.

CATALOGUE STOVE TRADE.

Encouraged by the large trade done in stoves and ranges by the Eaton Company, said to have totalled last year to upwards of $60,000, the R. Simpson Company, Toronto, intend to add heating goods to their catalogue line and have been negotiating with various stove-founders for installing a line of ranges and heaters. In the past their line has been practically confined to gas stoves.

Most manufacturers are chary about having their line catalogued by departmental stores, and even though profits may be made by disposing of large shipments to one buyer, or by making up special lightweight lines on which prices can be cut, it is hard for the same manufacturer to increase or hold his business with the regular trade.

The increasing trade done by the catalogue houses should encourage stove dealers to adopt live methods of meeting this competition. In St. Mary's, for instance, the St. Mary's Hardware Co. recently offered to supply the same stove advertised by the Toronto departmental at a lower price than quoted in Toronto, and the local paper began an educational campaign showing how not only stoves, but jewelry, dry goods and other lines could be bought cheaper at St. Mary's than quoted in the Toronto company's catalogue.

Here is a cue to follow: Get copies of the mail order catalogues and study them, along with your other town merchants. Then arm your local editor with facts and help him to maintain an intelligent "buy at home" editorial campaign.

TRAVELER'S FINANCIAL RESPONSIBILITY.

The responsibility of a traveler for advances obtained from a bank on a credit note issued by a firm, which before it liquidates its account with the bank goes into bankruptcy, is being tested in the courts in British Columbia, and referring to this question, which is one in which every traveler wll be interested, the Vancouver World says:

"Say that while a commercial traveler is abroad on the business of his firm his employers go into liquidation, what is his position with respect to money drawn on their credit from banks at towns visited in the course of his work? This is the question which the courts will decide in at least some of its aspects in the course of the next few days. It has arisen in connection with the failure of a large Manitoba firm of millers, who employed a Vancouver man to travel through the province disposing of the product of their mills. The defendant in the suit under consideration was making his usual tour when he received a telegram instructing him to return home. He at once repaired to the nearest bank to draw the necessary funds, but was informed that his credit note was no longer good as his principals were in liquidation. Makng the best of the situation, he borrowed sufficient money to bring him home, consoled himself that the firm did not owe him more than a few weeks' salary and expenses, and promptly dropped into a new situation. During his trip, however, he had drawn several times on his employers and to his astonishment he speedily found that the banks which had cashed his drafts held him personally responsible, although the money was obtained on the strength of a credit note from the firm which employed him. As the case is sub judice, it would be improper to enter on a further discussion of its merits, but it is permissible to say that whatever the decision a prnciple of considerable importance to commercial travelers will be thereby established."

JOBBER'S PROFIT ON LONG CREDITS.

Discussing the question of the retailer selling for cash and thus placing himself in a position to pay the wholesaler cash for his goods and save his discounts, a wholesaler recently said: "If all our customers took their discounts, we would have to go out of business; we make money on our long datings."

From the standpoint of the retailer, this constitutes possibly the strongest reason why he should place his business on such a basis that he will be able to pay for his goods in 10 or 30 days and take his discounts. Why not make this money yourself instead of paying what amounts to almost 10 per cent. per annum to the wholesaler?

PLAN FOR A HOLIDAY.

The businessman who sticks to regular duties all through the year without taking the relaxation of a holiday makes a serious mistake. Everyone engaged in active business should plan for some sort of a change or an outing sometime during the year, and the summer, when business in most departments of trade naturally slackens up a little, seems the best time to have it.

Some men get most benefit from a complete change of scene and conditions and want to get out into the woods and on the water. Others travel to other towns, look over businesses similar to their own and pick up new ideas.

While both of these ideas are good ones, the former is much the more valuable from the fact that it provides relaxation from business worry and the constant planning that is part of every well-organized business. Though such a holiday looks at first like a waste of time and money it will pay handsome returns in the end, for in ninety-nine cases out of a hundred, and particularly if such an outing is planned with a view to escaping usual conditions, the returns from improved mental and physical condition will more than make up for any financial loss, and the business man will return with a new zest and new capabilities for business. No matter what seems to be in the way plan to take a holiday during the present summer.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

The week has been one of heavy rains and dark weather, and there has been a slight feeling of uneasiness for fear the crop is getting too much rain, and a number of inquiries have come from the East regarding this. There has been too much rain in isolated spots all over Manitoba and Saskatchewan and large sections of Alberta south, but there has been none too much in the wheat belt generally, and where they are suffering from rain in Alberta there is comparatively little crop. There has, however, been quite sufficient rain for all requirements, and the Western farmer would like a hot sun and light winds without any more rain for a couple of weeks, at least, and as we are wearing well on to the end of June no doubt we will get these conditions. June is our rainy month by all traditions, and if we do not get June rains we are very liable to have to go without rain altogether. The years in the past when the whole Canadian West has suffered from too much rain are very few, and there are long gaps between.

The wheat market has been rather an interesting one for the week, as there has been quite a trade developed in Winnipeg October for export. There has been no excitement and no great rush, but a quiet, steady working of a few loads every day. The representative of one of the largest Canadian exporting houses said the other day that all signs pointed to a very large and very early demand for Canadian wheat for export. His explanation was that Old Country stocks had been allowed to run abnormally low owing to the high price of the last crop, and that British millers had hoped to fill up on hard winter wheat. The damage to the winter wheat crop has now assumed definite and serious proportions, so that supplies from that source will neither be so early or so liberal as at first anticipated, and hence the demand for our wheat. More October has been sold for export this season to date than up to the end of June last year.

The oat corner mentioned last week seems to be progressing. The man who holds the oats reports large sales and shipments to the East during the past week at prices that will net him 44c afloat, Fort William, and this makes the Winnipeg price look like a legitimate one. There are some big shorts on this market, and there will no doubt be some squealing before the deal is closed out. The end of the month is anticipated with a good deal of fun by those not in the oat deal, and a good deal of apprehension by those who are.

The live stock market has been dull and without feature for the week, the receipts being small and not of extra good quality. The coming week, however, an improvement is looked for, both as to better weather and the quality of the receipts. Cook, of Newdale, the first man in Manitoba to give a practical demonstration of winter feeding in the open in Manitoba, is shipping in the last bunch of his winter's feeding and it is expected there will be a rush among dealers for this lot.

One of the signs of the times in the West is the gigantic enterprise of bringing the steamer Alberta by water from Prince Albert to Winnipeg. In the good old days there used to be much talk of a permanent water route of this kind, but it has never been found feasible and probably never will be for regular traffic. The steamer Alberta, however, had been built for Saskatchewan trade and found unsuitable or the expected trade never developed. Any way, it was found by the owners that they had no use for her at Prince Albert, and could make good use of her on the Red River at Winnipeg, where the demand for excursion steamers is steadily developing, and which will increase still more rapidly once the St. Andrew's locks are ready for use. The bold scheme of bringing her down the Saskatchewan River, running the Grand Rapids and crossing Lake Winnipeg, was devised, and has now been satisfactorily accomplished. This is the first big steamer to ever run those rapids, and even she did not manage it without some damage, which, however, was quickly repaired and on Friday, June 19th, she arrived at Winnipeg where she is being overhauled and thoroughly refitted for river excursion traffic.

One of the events of the week was the arrival in Winnipeg of John D. Matheson, the civil engineer, representing Warren & Wetmore, the architects for the great union depot of the C. N. R. and the G.T.P. Mr. Matheson is taking up his permanent residence in Winnipeg until such time as the depot is completed. The driving of the piles started on Saturday, June 20th, and as soon as that is done work on the masonry will commence and a very large gang of men be employed. Mr. Matheson states that it is the expectation to have the roof on before snow flies this fall.

All the offices for the working staff have been completed and the storage building for cement and other materials is now finished and full. It is no light matter to get ready to fill a $1,000,000 contract and evidently the men in charge have realized the need of getting everything to hand before the actual work of construction begins. The piles are to be of cement, a steel case being driven down, the core removed and the space filled with cement.

Real estate dealers state that though there is really no activity in city property there is quite steady demand for inside stuff and an equally steady demand for farms. The latter is expected to increase with the influx of American home seekers.

Wholesale trade is fairly active and one of the signs of expanding business is the remodelling of the big dry goods house of Gault Bros., Limited. At the time they erected their block, a few years ago, a little less than one-half of it was leased to a stationery house, Clark Bros. Now the growing demands of their business have caused them to dismiss their tenants and take the whole of this space, 50x120, and three storeys, into their business. The place is now being prepared for the reception of their fall stock.

During the week the first C.P.R. train over what is known as the Kirkella branch, ran into the town of Saskatoon on the banks of the Saskatchewan. The Board of Trade of that enterprising town made this the occasion of an excursion, to which the wholesale men of Winnipeg were invited and to which many of them went. It was a liberal education for some of those who remember this section in the old days when the only means of reaching Saskatoon was over the Long Lake Prince Albert line as it was called. The thing that first gave Saskatoon its boost was the disembarking of the Barr Colony at that point five years ago. From that day to the present it has gone ahead by leaps and bounds, and to-day has some of the finest retail stores in the West. It is situated in a splendid country and now has two railways running in to it and is only a few miles from Warman, on the main line of the C.N.R., so that it practically has communication over three roads. The excursion and the banquet which followed was the Board of Trade's idea of the best way to advertise the town.

Boards of Trade all over the Canadian West are realizing the need of publicity, and are devising ways and means of bringing the special merits of their various sections before the public, but this is, perhaps, the most effective and practical one that has yet been tried.

The week summed up has been a good one for the West, full of movement of business and of hope that has its foundations in solid fact. H.

HOME-MADE FIRE EXTINGUISHER

An inexpensive fire extinguisher may be made by taking twenty parts of common lime; salt, five parts, and water, seventy-five parts. Mix well and put in thin bottles. In case of fire a bottle should be thrown so that it will break in or near the fire, when the gases liberated from the water—salt and lime solution—will put it out. This mixture is said to be better and cheaper than that used in many of the high-priced fire extinguishers installed for fire protection.

SECOND-CLASS MATTER.

One day a wire basket fell off the top of the clerk's desk and scratched his cheek. Not having any court plaster at hand, he slapped on three two-cent postage stamps and continued his work. Later he took some papers to his employer's private office. The "old man," observing the postage stamps, exclaimed: "Look here, Jenkins! You are carrying too much postage for second-class matter!"

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 78.)

SEASONABLE SUGGESTIONS.

What to Order—Harvest tools, hay carriers, hay fork pulleys, harpoon forks, scythes, rakes, rope and clevises, guns and ammunition, preserving kettles, fruit jars, fruit jar rings and fruit presses.

Sort Up—Ice cream freezers, lawn hose and fishing tackle.

Lines to Book—Snow shovels, axes and handles, horse blankets, cherry seeders, corn knives, sleigh bells and weather strips.

Advertise and Display—Lawn mowers, seats, hammocks, screen doors and windows, refrigerators, freezers, carpenters' tools, camp outfits and enamelware, sporting goods and preserving utensils.

MARKETS IN BRIEF.

Montreal.

Tin—Fluctuating.
Copper—Unchanged.
Iron—Returning confidence.
Shellac Varnish—25c advance.
Turpentine—Down 1c.

Toronto.

Tin—Up and down.
Copper—Weaker.
Iron—More active.
American Padlocks—10 to 20 per cent. advance.
Gum Shellac—Advanced.
Turpentine—1c lower.

MONTREAL HARDWARE MARKETS

Montreal, June 26.—Trade has been keeping up this week and conditions are very satisfactory, some large orders being booked from the west showing that the western merchants are very optimistic. This, with the great harvest prospects, has given the men of the trade a feeling that summer trade will not be dull as some were inclined to believe a short time ago. In Quebec the St. Jean Baptiste celebration has quieted trade this week but considering the season of the year trade is keeping up wonderfully. Three Rivers hardwaremen are very buoyant and are already preparing to erect temporary quarters and put in new stocks. One traveler from Montreal lost his samples in the fire. Representatives of the Montreal houses are in Three Rivers this week helping the hardware men to complete their stocks again as rapidly as possible.

A black wire netting that is on the United States market is not finding much favor among the dealers here and in very few cases has it been specified.

Travelers generally, are preparing for their campaign for the autumn orders. Already some orders have been booked for the fall lines and travelers are starting out with a very hopeful feeling that a good season is ahead of them.

Builders' Hardware—Building operations in Montreal are not up to last year but in the vicinity of the city there is enough going on to make the dealers fairly busy. Some special lines are finding great favor and dealers state that trade in the best lines is increasing.

Harvest Tools—Prospects are each day growing brighter and as the season advances the crop reports are studied more closely. Prospects of a good trade in these goods are practically assured and haying tools are moving actively.

Cutlery and Plated Ware—A few sales continue along this line although large orders will be few until autumn. As usual at this time the trade has fallen off in cutlery and silverware, but in some quarters there is always a good summer trade, due, no doubt, to the tourist trade and camping outfit supply.

Summer Goods—The lawn mower trade shows a falling off but hose is still in demand. Campers keep the hammock and ice cream freezer trades alive and the warm days stimulate the refrigerator business. Many city houses are closed up and lines for the cottages are in demand but the trade in the city itself shows a slight falling off in consequence.

Sporting Goods—All the sporting goods show a good demand and now that the holiday season is upon us the trade in this line will no doubt keep up for some time. The dominant feature of the trade is the large demand for fishing tackle. Outfits for campers are selling well and automobile and yachting supplies are selling well.

Preserving Goods—The appearance of local strawberries has stimulated trade in these articles. The reports of fruits this season are very encouraging at present and preserving kettles, cherry seeders and preserving jars show a good sale.

Wire Goods—The decline noted in last issue has stimulated trade a little and 3-in. are quoted at 40c per gross.

Railroad Supplies—Trade seems to be good in this line. Small tools are being ordered in addition to heavy lines. Construction work is being carried on, making the demand for steel, shovels and hammers good. There are prospects of the railroad shops opening up again and this will stimulate the market for small tools.

Bolts and Nuts—Prices remain the same as previously quoted with a fair demand.

Screws—Orders are fair, especially on the small sizes and as last week we quote discounts at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head brass.

TORONTO HARDWARE MARKETS.

Toronto, June 26.—The first half of the year, just drawing to a close, has been the quietest six months for many years, but a contrast of the conditions at the beginning of the year and the outlook at present shows decidedly brighter prospects. During the first quarter of the year business was practically at a standstill, but April saw an improvement, while May and June were also very satisfactory months considering the general conditions. Industry is again quickening and western crop reports indicate that this year's harvest will eclipse all former years.

Caution is still manifest and while booking is increasing, many merchants will take no chances and will wait until the crop has actually been garnered before placing orders for needed supplies. This will mean that jobbers and manufacturers will be overloaded with orders at the close of the season and shipments will necessarily be delayed and some dealers will find it impossible to get goods when wanted, While it would be unwise to urge dealers to do other than buy cautiously, it would seem to be the part of wisdom to place conservative orders early, rather than withholding everything until both jobbers and railways are over busy.

Jobbers are making no complaints about business, they feeling that the increase in trade noticeable is very satisfactory for the summer months. They are preparing for an active fall trade, however, and have every confidence that a marked revival will follow the harvesting of the crops. Travelers are preparing for their autumn campaign and have already booked up many of the leading lines.

American padlock manufacturers have completed the grading of their various lines and after a close study of manufacturing costs have arranged new prices covering the different grades, the net result being an advance of from ten to twenty per cent., according to style. As the Brass and Steel Goods Co., Belleville, are now manufacturing padlocks in Canada the advance will help them to get a share of the trade.

Summer Goods—Window screens are in demand yet, the fly and mosquito season being responsible for steady sales. Ice cream freezers and refrigerators are also finding occasional sales of a sorting character. Lawn seats and hose are, likewise, in fair demand, while campers' and summer cottage supplies are selling well.

Sporting Goods—Fishing tackle continues to be the most active seller, but there is a good trade generally in sporting goods required by the young people who spend their vacation in the open air. An enquiry for guns and ammunition is developing. Bicycles and auto accessories are meeting with a steady sale.

Harvest Tools—A good sorting trade is being done in hay forks, hay carriers, scythes, corn knives, barn door

tracks, etc. The demand for these lines is general.

Kitchenware—Trade in preserving kettles and similar goods is on the move, fruit being now seasonable for canning. Gas and oil stoves, and cooking utensils generally are in brisk demand, owing to the opening of summer cottages.

Heavy Goods—A steadily increasing trade is noticeable in nails and screws, with prices quite firm and steady. A fair amount of fencing is also moving.

Builders' Hardware—Activity in building is creating a better demand for lock sets, escutcheons, etc., as well as in cement and other supplies. Mechanics' tools is also being helped. The number of permits issued is constantly increasing and the year will yet show a satisfactory total.

MONTREAL METAL MARKETS.

Montreal, June 26.—Generally speaking the conditions are little different from last week. There is some talk of another cut in the steel prices in the United States, which may later on affect the price of bars, but it appears that some dealers are making cuts and undermining the present prices, thus giving rise to the story of further cuts. Tin continues to fluctuate on account of manipulation on the market but it cannot go any lower. Reports of trade conditions are favorable and confidence is displaying itself everywhere.

Pig Iron—Little pig iron has been shipped to the United States this week. The German demand has been good up to the present, but now shows a little falling off owing to lower prices existing in that country. Local demands in Great Britain are fair, but chiefly confined to heavy foundry trade. This seems sufficient to take care of the present output as evidenced by the fact that stocks show a decrease. The total quantity in Connell's at the present time is under 50,000 tons. This has a tendency to sustain the views of the producers who continue to ask the same price that has been quoted for nearly the past three months. We quote : Middlesboro, No. 3, $18 ; Summerlee, No. 2, $20, for carload lots, but this is shaded 25c for 100 tons or over. In the English market the price has dropped again and we now quote 51s 1½d.

Black Sheets—The price is the same as quoted last week, being $2.50 for 10-gauge and $2.40 for 14-gauge.

Ingot Tin—Tin has dropped since last week to £127 5s in the English market and $28.20 in New York. The drop is considered a manipulation in the market and cannot be explained in any other way. Tin has now struck its lowest level.

Copper.—The latest quotation in London is $58 2s 6d. In the United States there is a stronger feeling. The price in New York is 13 and in Montreal 13¾.

Spelter—There is a drop in the English market, which comes as a surprise as it was looked upon as being remarkably cheap. It is considered a safe purchase for buying stock as a rise is bound to come. The English price is now £18 15s.

Lead—Lead appears to have struck bottom and prices are the same as last week.

Old Metals—Prices are unchanged from last week. Trade has picked up somewhat, however. Heavy copper and wire, 10½c ; light copper, 9c ; heavy red brass, 10½c ; heavy lead, 2½c ; wrought iron, $11 ; No. 1 cast, $13 ; No. 2. cast, $10.

TORONTO METAL MARKETS.

Toronto, June 26.—Practically unchanged is the metal market this week. Prices generally firmed up towards the close of last week, but the past few days have seen an easing off again. Copper continues unsteady and tin is nearly in the same condition, fluctuations being the order of the day, especially is this so with regard to ingot tin. In the old days tinsmiths bought more of this ingot tin than they do now, and they made their own solder; but now they buy the plates and ready-to-use solder, so that they have not to depend so much on the market quotations as do the manufacturers. Canadian manufacturers now buy stocks three or four times a year and are able to keep prices steadier than the foreign markets.

A number of copper orders are being filled locally—orders for futures placed away back in the spring and early months of the year, but beyond this little other business is being done. It indicates, however that the industries using copper as a basic material are becoming more active and helps the feeling of good prospects ahead which pervades the trade.

The recent reductions in the prices of finished iron and steel have not changed the situation here very much and from all accounts have done very little to stimulate buying in the United States. It may be, though, that if the American metal men try to push business in Canada at the prices ruling on the other side of the line, quotations here may decline somewhat to cut out the competition. Of course, if the Americans continued to push it is likely the Government would enforce the anti-dumping clause relating to foreign trade. However, this is not likely to happen, in the near future, at least.

Confidence is growing daily and trade conditions generally have immensely improved during the past two months, and if crop prospects have any bearing on the situation, then there is no need to fear, but rather there is reason to look hopefully to the future.

Pig Iron—The market is more active than for some time, but this is due more to returning confidence in trade generally than to price inducements, as the cut in the United States has not yet affected the Canadian market. Prices remain unchanged: No. 2 Canadian foundry, 18.75; Middlesboro No. 3, Summerlee No. 2 and Cleveland No. 1, $20.25.

Tin—While quoting the prices of a week ago, $31 to $32, the market is weak, although a fair business is being done.

Plates and Sheets—Prices are unchanged and are likely to remain so, unless some present unforeseen circumstance should arise. Very active business has been and is being done in both plates and sheets.

Copper—Casting ingots remain unchanged at 13¼c to 13¾c. Primary markets report a firmer tone.

Lead—Active but irregular is the local situation with regard to lead. Quotations remain at $3.65.

Spelter—This is another active line and a fair business is being done. The price of foreign remains at $5.

Old Materials—Heavy red brass has taken a slightly firmer tone and heavy lead shows a slight decline, but quotations generally remain unchanged. Business might be better. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead 2¾c; zinc, 3c; No. 1 wrought iron, $9; stove iron, $11; machinery cast iron $14; rubber, 6¼c.

U. S. IRON TRADE.

Cleveland, June 24.—The Iron Trade Review says: Conspicuous in the week's events are two developments that possess much significance to producers and consumers of iron and steel. The most important of these is that affecting the railroads which traverse the great corn and wheat belts. Quite recently instructions were issued by several of the Western trunk lines to prepare at once for immediate rejuvenation of their track and rolling stock, and already specifications have been issued for a good-sized tonnage of iron and steel and other equipment. Most of this material was purposely deferred until the expiration of the fiscal year, but with this period past, or almost at hand, energetic efforts are under way by the railroads to be in readiness by early fall to handle the enormous traffic growing out of this movement of the crops. That the harvest this year will be a bumper one, and that the activity of the railroads is no idle dream is further evidenced by the extraordinary demand for agricultural implements. The International Harvester Co. is shipping from its various plants as high as 10, 15 and 20 trainloads of machinery and implements daily, and other manufacturers report proportionate activity. This rush of orders has developed an active demand for soft steel and iron bars. Most of the implement manufacturers have been caught with warehouses bare of raw material and finished machines to an extent not experienced in many years, and manufacturing operations are being conducted night and day to overtake the demand. Mills supplying these materials have felt the impetus growing out of assured crop conditions, but in other lines the market is dull.

NEW SOLDERING FLUX.

Tinol is a new soldering flux recently brought out in Germany. It is composed of tin and lead, reduced to an impalpable powder and then mixed with chloride of zinc. This compound is then made into a paste by the addition of vaseline or glycerine. It is stated that no oxidation takes places when it is used and that the joints soldered with it are unusually clean.

Quebec and Maritime Provinces

Market Conditions at Halifax—Dominion Iron & Steel Company's Report — Nova Scotia Steel Company's Blast Furnace Closed Down—New Manufacturers' Agency at Sherbrooke—Presentation at Quebec.

QUEBEC.

June 24.—An interesting event occurred last week in Quebec City, when the employes of H. & J. Young, the well-known wholesale and retail hardware merchants, of Bridge St., St. Roch's, assembled at the residence of A. J. Teakle, manager of the firm, at Montmorency Falls, and presented him with a handsome testimonial of their esteem in the shape of a magnificent and valuable clock. The occasion for the presentation was the tenth anniversary of the marriage of Mr. Teakle, and his fellow-employes took the opportunity of showing in tangible form the high regard in which he is held by them. The address which accompanied the gift, was signed by all the employes of the firm, including Alf. Moreney, Hubert Duchene, R. Belanger, A. Binet, J. L. Thivierge, Alph. Houde, R. Belanger, F. Picard, J. Trempe, H. Giguere, H. Lachance, D. Boucher, E. Trepannier, G. Filion, E. Moisan, A. McCardle. After the presentation, the employes were entertained by Mr. Teakle and a very pleasant evening was spent by all.

SHERBROOKE, QUE.

June 22.—John Fales, recently traveling salesman for the Canadian Fairbanks, Limited, Montreal, with headquarters at Sherbrooke, has resigned and established a manufacturers agency here.

MONTREAL.

June 24.—D. J. Munn, vice-president of Alex. McArthur & Co., Montreal, is on a visit to the coast. He visited many of the towns throughout the West and reports that the Western merchants are holding back to see what the harvest will be. Everything points at present to a bumper harvest, and there is every prospect of a big fall trade with this part of the Dominion.

The Jenkins Value Co., Montreal, is now in running order, and despite the difficulties of organizing a new plant, things look well for future business. W. R. Stavert, for years the Canadian representative of the Boston firm, will in future be connected with the Montreal company.

The Water Committee, Montreal, awarded contracts to James Robertson for the supply of tin at 29c lb., lead piping at $83 a ton, special castings from P. Amesse at $49.50 a ton, brass castings at 16¾c. and bronze at 19¾c lb. from W. R. Cuthbert.

The Standard Paint Co. of Canada, Montreal, received two carload orders from Edmonton this week, showing the revival of trade with the West, which is a barometer of Canada's prosperity.

The contract for the new engine for the Montreal fire department was given to the Waterous Engine Co., Brantford. Several Montreal firms shared in the supplies for their new station, copper wire, Eugene F. Phillips' Electric Works; hose, Canada Rubber Co.; cables and conduits, Bell Telephone Co.; plumbing, D. A. Bethune.

HALIFAX.

June 22.—Trade has slackened off considerably during the past week, as is usual at this season of the year. The market in some lines is considerably easier and a drop in prices is looked for. There has been a decline of four dollars per ton in steel bars, and bar iron is down three dollars per ton. Zinc is now quoted at $6.50 in cask lots, and spelter is down to 6½c. Raw oil is quoted at 58c, and boiled at 61c in barrel lots. Turpentine is 83c in barrel lots, and 93c for smaller quantities. Paints are selling quite freely, and so is white lead. There is a fairly good demand for haying tools, such as rakes, forks and scythes. Cement is also a good seller now, and is quoted at $2.15 to $2.25. There is some demand for glass, and also plumbers' supplies, but it is light. On the whole, trade this season has been very good, and the jobbers report some improvement in collections.

The annual report of the Dominion Iron & Steel Company shows gross profits for the year ending May 31 of $2,613,825, and net profits after paying interest on bonds and interest on borrowed money of $1,917,041. To this is added the balance from last year of $318,711. This was disposed of by transferring $1,376,831 to the sinking and mortgage bonds, and carrying forward $739,178. The transfer to the contingent account covers the extra cost of coal during the year bought by the Dominion Coal Company's annulment of the contract, which is now before the courts. The Steel Company's claim against the Coal Company is now given as $2,923,808. During the year the company manufactured 290,925 tons of steel, as compared with 435,505 tons the preceding year.

General Manager Cantley, of the Nova Scotia Steel Company, has issued the following notice: "For some time past the plant has been unable to find disposition for their steel ingots, which accumulate in stock very rapidly, especially when the plant at Trenton is not working during the winter months. So large has this stock of ingots grown that the management felt justified in closing down the open hearth and blast furnace until such time as the demand for steel shall warrant them again starting up. On the last notice of March 5, reference was made to trade depression then existing, unfortunately no improvement has taken place—to the contrary, demand for the company's product is even less, and prices are lower and a large quantity of steel ingots has accumulated. We regret to announce that the blast furnace will be closed down from the 15th until trade warrants re-opening."

A. G. Phinney is now installing three hundred feet of galvanized iron pipe in the new wool-blowing machine in the Stanfield, Limited, mills at Truro, N.S.

News Gathered in Ontario

Reid Foundry at Ingersoll Begins Well—London Waterworks Proposal Defeated—Water Conduit Contract Awarded at Guelph—Belleville Rolling Mill Establishes Record—Iron Discoveries Near Fort William —Belleville Hardware Company Engages Traveler —Business Change at Peterboro.

BELLEVILLE.

June 23.—William B. Geary, one of the most expert plumbers in the city, has taken charge of the plumbing and heating department of John May's new hardware store. For many years Mr. Geary was with the John Lewis Co.

Hardware merchants here report trade this spring up to the average. They say that all that is needed now is a few good rains to make business hum. There has been a great demand for gas stoves and ranges, owing to the high price of coal and wood.

J. W. Walker is building another large storehouse, which he finds necessary owing to increased business. This makes no less than five storehouses in connection with this hardware store, situated in different parts of the city. Mr. Walker supplies most of the materials used in the city work.

The village of Bancroft, in North Hastings, was the scene of a disastrous fire early last Sunday morning, destroying a whole block. Among the firms burned out was the hardware store of Robert Fair. His stock was completely ruined and his loss is placed at $5,200, with insurance of only $2,600. Mr. Fair had one of the finest hardware stores in North Hastings.

A record run for Canada was recently made on the nine-inch mill at the Belleville Rolling Mills here, in charge of James Irskine. In the one day, working on six-front medium horseshoe iron, the output was the largest ever turned out in the same space of time in Canada, the amount being 56,970 pounds. When it is understood the men were working under difficulties, owing to the high water

from the bay, which flooded the works, the feat is all the more remarkable.

Walter Bristow has resigned his position as salesman at Hunt's hardware store at Tweed and has accepted a position as salesman at Collingwood.

W. T. Fleming, of this city, traveler for Martin-Senour paint, was the proud recipient this week of a magnificent solid leather suit case and a valuable meerschaum pipe from the head office as a testimonial of his able work in pushing the sale of his firm's paints and varnishes. There is a great demand for these goods in this district.

At a recent meeting of the Belleville Hardware Company the directors decided to put a traveler on the road, and the choice fell to W. C. MacLean, ("Posco"), of this city, who, although practically a young man, has had over fifteen years' experience as a hardware traveler, being one of the first travelers out of Winnipeg. His territory will extend from Halifax to Vancouver, and there is no doubt but that he will make good. This company has never had a traveler on the road before. They now employ between 90 and 100 hands. working full time. Locks, hinges and brass fixtures are the principal articles manufactured.

PETERBORO.

June 24.—The local hardwaremen are at present selling plenty of fishing tackle and most of their windows are appropriately dressed to catch the eyes of the anglers. Among the other articles in demand at the present time are "Bug Death" for the potato bugs and sprayers. The hardware merchants report business fair. There is no building going on in the country and not a great deal in the city. But real estate men are optimistic and a boom in building is expected.

A new German card factory will be erected in Peterboro. The proprietors are the Turner Bros., who have purchased property on Sherbrooke St., from the Peter Hamilton Co. The building will be 32x85 feet, the foundation being of concrete and the walls of cement brick. Work will be begun next week.

On Friday night during a severe electric and wind storm the awning over the Peterboro Hardware Co.'s window was torn to pieces and the irons twisted. This week they erected a new roller-operated awning to replace the old one.

Edward Campbell, for one year a clerk with the Peterboro Hardware Company, left recently for Renfrew.

A change will be made about September 1st in the personnel of the Best Hardware Company's store. E. M. Best, who has been the manager for five years has decided to sever his connection with the hardware business and in the autumn will enter McMaster University preparatory to taking up Y.M.C.A. work. His brother, R. P. Best, will take hold of the business and, although complete arrangements have not yet been made, a traveler for a local wholesale grocery firm will be associated with him.

Hardware commercial men are advised to get a copy of the Grand Trunk's time table since the revision of the schedule respecting Peterboro trains. The time of most of them have changed.

E. M. Best, of the Best Hardware Store, left on Tuesday for a month's trip to Winnipeg, where he will visit his parents.

After several weeks of controversy among the members of the city council, it has at last been decided to have a permanent and paid fire brigade in Peterboro. It will consist of a chief, assistant chief, six permanent men and six call men. The council has done, generally speaking, what the manufacturers and business men wanted. The volunteer brigade, although it has accomplished good work, in their opinion was not as secure as they desired.

HAMILTON.

June 24.—The subject of the weekly half-holiday among the retail hardware merchants has been discussed in many places, and on nearly every occasion the proposition has been coldly received. Although the subject has not been formally discussed by the trade in Hamilton for a number of years, the local merchants do not incline toward the half-holiday any more than their brethren in other cities. Wednesday afternoon is the half-holiday in this city, and it is generally adhered to by the grocers, butchers and to some extent by the dry goods and departmental stores. The result is that the afternoon has almost become a dead letter as far as business is concerned, and even in the face of this the hardwaremen seem loath to relinquish the small business that comes in on those days.

The Presbyterians in East Hamilton have established a new congregation to be known as St. Giles, and have prepared plans for the erection of an edifice to cost between $12,000 and $15,000.

The Hamilton Street Railway Company has signified its intention of purchasing fifty new double truck cars and it may possibly put on the pay-as-you-enter service here.

The Otis-Fenson Elevator Company, of Toronto and Hamilton, is moving a portion of its designing department to the head office in Toronto. The works are in this city, but owing to the delay and expense involved in sending drawings and estimates back and forth between the two offices the firm intends assembling one section of its designing staff at the head office.

There is another lapse in hardware business here. The eleven days racing meet, which closed on Saturday, left a large percentage of the population on the rocks, financially, and while the meet was on the public had little time to make purchases. The result is that the hardwaremen report things a trifle slack, which is not improved any by the continued hot weather. The heavy rains, however, have created a demand for lawn and gardening utensils as well as repairing paraphernalia.

The power question, which has been creating a lot of interest among manufacturers and other large consumers of electric juice, has reached an interesting stage. The city and the Dominion Power & Transmission Company have been at loggerheads for several years over the price of electricity, and several agreements respecting street lighting and power for waterworks purposes. With the entry of the Hydro-Electric project into the field the argument has become infinitely more interesting, and the local company has shown a strong disposition to come down off its perch and made a new deal with the city. For a long time manufacturers in Hamilton have had cheaper power than the majority of cities in Canada, but as the Hydro-Electric Commission's estimates have been lower than the Dominion Power Company's, the citizens on two by-laws decided to court competition. The last straw has been the offer of the local company to give the city power at whatever price it mentions, and to leave the price for power for private consumption to arbitration. This looks like a good thing for the manufacturers, particularly as it will undoubtedly result in a cheaper rate than even the Government can guarantee.

GALT.

June 24.—The hardware business in Galt has been rather quiet during the past fortnight, although there has been no appreciable falling off when compared with last year. The hardware men recognize the fact that the present is a rather dull season in any year and therefore are accepting the situation philosophically.

There is, of course, the usual demand for screen doors and windows. Other seasonable sellers are Paris green, spraying machines, spraying mixtures and paints. The use of Paris green as an insect destroyer is steadily increasing, and new uses are being found for it every year.

W. J. McMurty has recently returned from a two weeks' visit to his Stratford store.

The local hardwaremen took a deep interest in the recent convention in Galt of the Retail Merchants' Association. The decision of the convention that the half-holiday should not be inaugurated during the summer months is received with much favor by local merchants generally.

The industrial situation in Galt is perfectly satisfactory. The Canadian Brass Works were recently declared insolvent but the company has been reorganized and the factory is now running full blast. The Peter Hay Knife Works are busier than usual, as is also the case with Shurley & Deitrich's saw factory. The Galt Brass Works is doing a big business in cramped quarters, and orders are pouring into the offices of every industry in Galt. The financial depression is practically a thing of the past.

GUELPH.

June 23.—D. McKenzie, general blacksmith, has added to his already well-equipped shop a large 36-inch gap lathe, manufactured by the McGregor-Gourlay Co., Galt.

Employes of the Bond Hardware Co. were defeated by the score of 9-8 by the employes of Penfold Bros. at baseball last week.

The contract for the painting of the Central School has been awarded to Dempsey Bros. McCormack & Robinson were awarded the contract for steel ceilings there. The School Board will get an expert on ventilation and install a system.

The contract for the construction of the conduit, which will carry pure spring water from the springs up the river bed to the waterworks pumping house, and that for laying the iron pipe, which will connect the pumping house with the standpipe, was let to the Conn Co. for a sum near $30,000. The conduit is of 24-inch tile, and the line to the standpipe of 12-inch cast iron pipe.

C. W. Kelly, of this city, was elected second vice-president at the annual meeting of the Ontario Retail Merchants' Association, held in Galt last week.

The tenders submitted for the heating, plumbing and tinning of the new school at Preston were not let, as the School Board thought them too high.

The marriage took place in Hespeler of Mr. Vinall, who has charge of the ornamental iron work of the Parkin Elevator Co., Hespeler, to Miss Emily Parkin.

INGERSOLL.

June 22.—The shareholders of the recently-formed Reid Foundry & Machine Company held their first meeting on Thursday last, at which organization was completed. The following were elected as the Board of Directors: David Reid, John A. McCulloch and Allan H. Marshall. At a subsequent meeting of the directors, David Reid was elected President and general manager of the company. Mr. Marshall was elected Vice-President, and Mr. McCulloch, Secretary. The company expect to commence operations immediately in their new premises on Victoria Street.

At the Founders' Convention in Toronto the new company had one of their Reid molding machines on exhibition. During the course of the convention orders and contracts aggregating nearly $50,000 were obtained, many of which were given by European firms. The company will commence operations with prospects unusually bright for a successful year.

W. F. Johnston contemplates leaving shortly for the Old Country in the interests of his firm, the Noxon Co. Mr. Johnston purposes being away several months and in that period will visit Germany, England, France, Russia, Roumania and other European countries, in all of which the Noxon Co. has a large trade.

J. T. Norton, who some three years ago succeeded Mr. P. H. Forman in the hardware business on King Street East, has made an assignment for the benefit of his creditors. Last week the stock was sold to Mr. Forman, who is again in charge of the store. Mr. Forman occupied this stand for a number of years and did a very flourishing business.

As a summer fuel, gas is rapidly supplanting coal and wood, and one of the best selling articles in the hardware store at the present time is the gas stove. Comparatively inexpensive to install and economical in use, the gas stove is now being used by all classes. In addition to keeping down the fuel bill the gas stove is highly valued for its convenience and the stage has been reached where housewives in general recognize its importance. All local dealers report many sales this season of the various styles of gas stoves.

At the next meeting of the Council the Finance Committee will recommend that the sum of $16,000 be raised for school purposes without a vote of the people. It is the intention to erect a new four-roomed school in Ward One. It is estimated that the site and building will cost $13,600.

CHATHAM.

June 23.—Jos. Watt & Sons, plumbers, have been awarded contracts for plumbing, heating and water conveniences in the Arlington Hotel, Montreal House, Stonehouse Bros. store and the residence of T. B. Dundas, all of Wallaceburg.

The Farmers' Consolidated is the name of a new independent rural telephone company organized last week to operate in Kent and Essex. Provisional directors are: W. C. Crawford, J. S. Richardson, Dr. McColl and H. Beught, of Tilbury and Dr. Knister, of Comber.

The representative of an American pickle concern was in Chatham last week looking over prospective sites for a branch here. He was shown around the city by Chairman W. H. Westman of the industrial committee.

The Drader box factory is now turning out 2,000 boxes per day, 40 hands being employed. Mr. Drader states that the staff will likely be increased to 50.

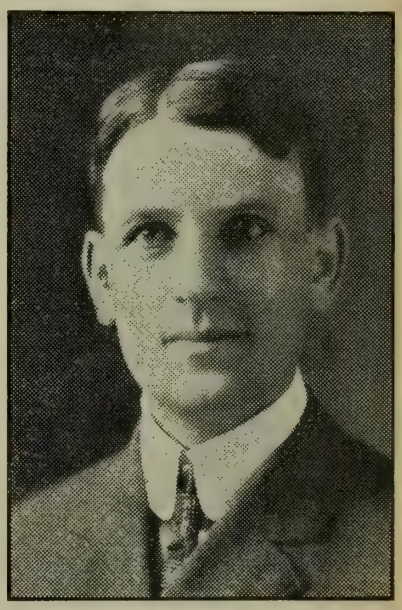
LONDON.

June 23.—A. J. Clark, assistant sales manager of the McClary Manufacturing Company, has been appointed manager of the Calgary branch of the company and will leave at once for the West. Mr. Clark's regime in the McClary Company extends over a period of thirteen years, in which time he has seen service in factory, office and on the road. When the business in the Niagara Peninsula assumed such proportions that a branch of the McClary Company was found necessary in Hamilton, Mr. Clark took charge. Branches having been established at Winnipeg and Vancouver for a score of years, McClary's have become a potent factor in the commercial life of the West, and while Mr. Clark's many friends in Ontario will regret his departure, they know full well his promotion is well deserved, and that he will readily adapt his talents to the new task. He is due at Calgary June 29.

No progress has been made with the movement started a few weeks ago looking to the organization of the local retail hardware trade.

Retail hardware dealers report business very brisk. The trade with farmers is unusually heavy, and builders are buying quite freely.

London's water problem is no nearer solution than ever it was. A vote of the ratepayers was taken yesterday on a by-law providing for an expenditure of over half a million dollars for the purpose of augmenting the present supply and the proposition was defeated by a majority of 43. Of nearly seven thous-



A. J. Clark, Who Takes Charge of the Calgary Branch of the McClary Manufacturing Co. at Once.

and ratepayers entitled to vote only a little over fourteen hundred exercised the franchise. The supply at Springbank is very low just now, and the city is confronted with a really serious state of affairs.

Notice of injunction proceedings has been served on the Mayor and aldermen in connection with the Niagara power contract, recently signed on behalf of the city. The object sought is to prevent the contract from taking effect, on the ground that the Mayor and Council have not been authorized by the ratepayers to sign a contract binding the city to purchase power at the Falls. The matter will come before the courts in due course.

FORT WILLIAM.

June 22.—The contract for the new Presbyterian Church has been awarded to M. H. Braden, of this city, the price

of the original tender having been reduced to a little short of $70,000.

Tenders will be opened early this week for the erection of an annex to the McKellar General Hospital, which is to cost in the neighborhood of $80,000. The firm of Stinson & Hood, architects, will have charge of the construction of the new building.

Much local interest is being taken in iron discoveries, which have been made lately in the vicinity of Fort William. Over 5,000 acres of soft hematite lands have recently been applied for and recent assays show a value of from fifty to sixty-three per cent. iron. Muirhead & Matheson, of this city, have acquired a number of iron claims in the vicinity of Sunshine Station, on the C.P.R., which are pronounced to be a very good grade of hard hematite, with little or no deleterious elements. They are having the claims examined by numerous representatives of the big iron companies, both from the Canadian and the American side of the line, and expect to have arrangements made for the ore being treated on a fairly large scale during the next few weeks.

The Consolidated Elevator Co. expect to enlarge the capacity of their elevator here, which now will hold 600,000 bushels and will double its capacity.

Good progress is being made with the Grand Trunk Pacific Co.'s steel bridge across the Kaministiquia River within the city limits. The first section of the swinging span is in place, and the tracks should be across the river in about a month.

This week the hearing of the case of the city and the Pacific Coast Pipe Co. is set for hearing. The case arises from the sale of wooden pipe to the city for the pipe line from Loch Lomond. While a balance was still unpaid, the pipe line was found to be leaking very badly, and the city declined to settle the balance of the account, claiming that the pipe was defective. The company on the other hand argued that the fault was in the laying and so the matter has been referred to the courts for settlement.

West of the Great Lakes

Market Building for Regina—Moose Jaw Installs Fire Alarm System—Winnipeg Business Men Visit Saskatoon—Rich Mineral Find at Prince Albert —Big Iron Industry to Be Located Near Vancouver.

REGINA.

June 20.—The hardwaremen of Regina report business very brisk in all lines and with the prospects of so much building being done are looking forward to a very heavy fall trade.

The City Council have decided to erect a market building at a cost of $25,000, and the plans of Storey & Von Egmond, of this city, have been accepted. The building will be 130x36, and built of solid brick. The boiler room, lavatories and an ammonia and brine cold storage plant will be in the basement. The upper floor will have 15 vendors' stalls and 4 offices. This building, when completed, will present a very fine appearance, and will fill a longfelt want in Regina, as there is a great deal of market gardening being done in this section.

Regina will have another fine school added to her list. The School Board have decided to erect a school at a cost of about $50,000 in the southeast section of the city.

The work of excavating for the new Government building will give employment to about 300 men. This and other work that is to be started in the near future, will provide work for all of Regina's unemployed.

The Parsons Construction Company have been awarded the contract for the new bridge at Broad Street, crossing Wascana Lake. The above firm are at present working on the Albert Street bridge, but will start a gang of men at work on the new bridge at once. This will require a force of about 100 men.

The plumbers report business very good at the present time. This is largely due to the number of new connections being made in streets where waterworks and sewerage have recently been put down.

R. H. Reade, manager of the Regina Plumbing & Heating Co., has been in Chicago the past week in the interests of his firm.

Tinsmithing which has been very dull all spring is brightening up. G. Y. Smith, in charge of Peart Bros.' tinning department, reports having secured some very large contracts during the past week.

The work of installing the new fire alarm system will be completed in a few days.

The celebration on the 1st of July promises fair to surpass anything in the line of a celebration that has ever been held in Regina. The Board of Trade have the affair in hand and are putting forth every effort to make it a huge success. The day will be devoted to all kinds of sports, including horse races, pony races, a road race for the Standard Cup, also baseball, lacrosse and football matches. The R.N.W.M. Police will give their musical ride. There will be no fee charged for admission to the grounds, and the committee have arranged with the C.P.R. to give a 15-minute train service.

H. Elliott has joined the office staff of the Peart Bros.' Hardware Co.

The crop reports in this section are the very best that could be desired. A sample of wheat from north of the city was brought in to-day and measured 20 inches. The old settlers say that they never saw the grain so far advanced at this time of the year.

SASKATOON.

June 20.—Monday was a red letter day in the history of the merchants of Saskatoon, when some fifty or sixty of Winnipeg's business men visited the city. Under the auspices of the Board of Trade a train was chartered from Winnipeg on the occasion of the opening of the Canadian Pacific Railway here, and an invitation extended to the manufacturers and wholesale men of Winnipeg to visit the "Hub" of the hard wheat belt.

On arrival at the new station the party were driven round in automobiles and carriages, so that the city might be seen to advantage. In the evening they were entertained to dinner at the Flanagan Hotel. Amongst the speakers were L. C. McIntyre, President of the Winnipeg Manufacturers' Association, and Vice-President of the Dominion Manufacturers' Association; A. Strang, ex-President of the Winnipeg Board of Trade; F. W. Peters, of the C.P.R.; M. Isbister, President of the Saskatoon Board of Trade, and J. Clinkskill, ex-Mayor and pioneer merchant of this city. Commissioner Sclanders also addressed the manufacturers on the advantages possessed by the city as a distributing centre, using some strong arguments and quoting mileage and freight rates from various points.

Among the visitors was H. Miller, of the wholesale hardware firm of Miller, Morse & Co., Winnipeg. Interviewed by your correspondent, he said he was highly delighted with his first trip to Saskatoon and found that the place exceeded his expectations. In a year or two, he thought, the city would be able to support a wholesale hardware house of some magnitude, as the surrounding country was a rich wheat producer. In the meantime, it was well supplied, both locally and by Eastern firms. If his firm branched out it would be on a large scale, as goods handled in small quantities entail a large amount of labor in reparcelling and repacking. In the grocery trade he pointed out, it is different where the goods are done up in packets and cartons.

Among the Saskatoon hardwaremen who took an active part in the day's proceedings were M. Isbister, W. Hopkins, S. Kempthorne, J. F. Cairns and J. Clinkskill. It was proposed that the stores should have a half-holiday during the visit, but this was considered unwise by the Board of Trade Executive, and the manufacturers were given the opportunity of seeing the city at its busiest.

PRINCE ALBERT.

June 20.—Within the last week rich mineral finds have been reported in town and samples of ore rich in copper, silver and gold are to be seen at the Board of Trade office. A large deposit of valuable copper ore was discovered at Lac La Ronge, 220 miles north, and the discovery has aroused considerable excitement. Surface ores, which have been analyzed, show forty pounds of copper to the ton, and at a depth of eight or

ten feet the ore is richer. Prospectors are hurrying to the scene and already claims have been staked out. Similar samples have been found twenty miles further away, and it is believed that the Lac La Ronge deposit is the largest which has ever been found. The situation for working the minerals is said to be favorable, and there are facilities in the vicinity for developing water power.

The contract for building the new Hudson Bay Company's stores at Goschen has been awarded to contractor Wortley. The estimated cost of the block is $30,000. Excavation has already begun on the site.

MOOSE JAW.

June 21.—Building prospects are considerably brighter than they were a few weeks ago. Among other extensive projects may be noted a residence for Wellington White, proprietor of the Moose Jaw Brickyard, the tenders for which will be let this week. J. A. Simington is also erecting a large up-to-date warehouse.

The Moose Jaw High School Board have selected the plans for the new Collegiate Institute building. The successful architects were Atkinson & Bunyard, of Winnipeg and Moose Jaw. It is intended to complete the foundations this fall.

Great satisfaction is felt at the decision of the C.P.R. to proceed immediately with the completion of the first 123 miles of the Moose Jaw-Lacombe branch. This will take the road to the point at which the Saskatchewan River is to be crossed and will be a great boon to the farmers in that section of the country, many of whom have hundreds of acres in crop.

The city council have commenced the installing of an up-to-date fire alarm system, and in this way are again showing their determination to use every precaution against the greatest danger that western cities have to face. They are also purchasing a chemical fire engine for the South Hill section of the city. The fire brigade are making great preparations for their annual 1st of July celebration.

The recent rains and warm weather have made the crop prospects excellent, and old-timers say they never saw the crops so far advanced at this period of the year. Seeding has been completed for some time and in every direction the steam ploughing outfits are breaking up new land. The prospects for an excellent fall business could not well be brighter.

E. Von Ferber, of Regina, who recently purchased the Windsor Hotel from Jas. Mundill, has just completed the renovation of the building. He has renamed it "Vons Hotel," and installed a steam-heating plant.

W. Gartshore, vice-president and general manager of the McClary Manufacturing Company, was a visitor in the city recently on his return from a visit to Prince Rupert and other Coast points.

VANCOUVER.

June 20.—Greater interest in bicycles is shown by the formation here of a bicycle club, or rather the resurrection of the strong organization which was here in previous years. The re-formation of the club was talked of some time ago, and organization has now been effected, officers elected, etc. Arrangements have been completed to have some of the club's riders compete in the Y.M.C.A. meet on Dominion Day. With an active club in Vancouver greater interest should be aroused in bicycling, which as a recreation and a sport has few equals.

Some time ago the first mention was made of the iron plant proposed to be established by J. T. Shadforth, who learned the business in the Old Country. He returned from California this week, and announces that he secured capital for the undertaking there, and that in a few weeks he will be able to state where the townsite and plant will be located. The name will be the Northern Iron and Steel Corporation, and he expects to get nearly all his raw material from British Columbia. The expenditure will total about two millions and a half, and a thousand men will be employed. Mr. Shadforth says he has already signed preliminary contracts for steel rails which will keep him busy for four years. Iron ore has been successfully mined on Texado, thirty miles from Vancouver, and vast quantities of ore are to be found on Vancouver Island. Since part of the supplies of the iron smelter at Irondale, Washington, are drawn from British Columbia, it is not unreasonably argued that there is possibilities for an iron manufacturing industry in this province.

Although this is counted a dull season in the shipbuilding yards, as compared with other years, considerable activity may be noted. The Pacific Motor Company, on Coal Harbar, is constructing one of the largest flat-bottomed stern wheelers ever built here. It is for Foley, Welch & Larsen and will be used on the Skeena River for hauling supplies. The aim is to secure the greatest carrying power with the least draught, and it will draw only 16 inches of water. The cost will be $15,000. The Vancouver Shipyards are constructing a gasolene launch which will be a record in size for this port. A novel craft is a glass-bottom boat, being built for use at a nearby pleasure resort, and by means of which sight of fish and marine plants may be obtained below the surface of the water. At the Wallace Shipyard on False Creek, a large derrick scow, 110x30 feet, is being constructed for the Dominion Government for coast work.

The hardware market continues hopeful, with steady shipments to outside points, assisted by a good local building activity. The operations of the Guggenheims in the Yukon, where hydraulic ditches are being dug, have had the effect of running the stocks low in Dawson of all kinds of tools for digging and carpenter work. As many of the houses order from here, it will mean trade for British Columbia houses.

Among the hardware dealers in Prince Rupert established at present are: Prince Rupert Hardware and Supply Company, Thomas Dunn, manager; Fred Stork, plumbing and sheet metal work; A. T. Parkin, electric light supplies; Alex. Yule, blacksmith; besides one or two companies dealing in general merchandise.

No time is being lost by the Victoria Machinery Depot in starting to rebuild their works which were destroyed by fire last week. The debris is being cleared away, and the new shops, which will be 60x300 feet, will be fitted up with the latest machines. C. Spratt, one of the staff, is about to leave on a trip of inspection along the Pacific Coast to inspect the latest plants and purchase the machinery.

Orrok M. Doulton, of London, Eng., who is connected with the famous Doulton Pottery, is on the coast, and while he denied that he had made any arrangements for the starting of a branch in Victoria, he stated that his trip was a business one, and that there was a possibility of his making Victoria his headquarters in the near future. Now that the trade in Europe is not as brisk as it was, the firm is breaking into this territory which has been almost controlled by the American manufacturers.

Coal brickettes from fine coal dross are to be manufactured in Nanaimo, the by-product to be obtained from the Vancouver-Nanaimo Coal Co. It is stated that the men back of the movement have a contract with the Japanese Government that will secure the marketing of all the output.

The Nelson Iron Works has just cast the largest wheel ever turned out in the Kootenay for the head works of the Centre Star. It is 11 feet 3 inches in diameter. Heretofore, work of this kind was secured at outside points. This concern is also busy with work for the Greenwood smelter. Now that mining is resuming its old time activity foundries getting considerably more business.

H. C. Patterson, who has severed his connection with the Vulcan Boiler Works, of New Westminster, is commencing business on his own account. He will start a new boiler works.

The B. C. Electric Railway Company has sent an order to the Old Country for 2,000 tons of 70-pound rails which will be required for the 65-mile line between New Westminster and Chilliwack. The first shipment will reach here about October 1st.

The Western Fuel Company, at Nanaimo, has under way improvements that will cost in the neighborhood of $50,000. A new ventilating fan at the Northfield mine will cost $12,000, a high type fan another $25,000, and a Baldwin locomotive $12,000.

"Men Who Sell Things"

The Wheelbarrow Salesman and His Methods—Enthusiasm a Large Factor in Business—A Story of How One Man Regenerated a Dying Business—Concentration an Indispensable Factor.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publi hing Co. from the publishers, A. McClurg & Co., Chicago.

Pulling himself together, he reasoned out that he had convinced forty-seven dealers that his article was good, and that but one had convinced him that it was no good. Having fought it all out with himself, he determined to make a fresh start, buoyed up with the thought that there were any number of Forty-sevens in his territory. He figured out that he had really possessed some good talking-points, but lost them all on Number Forty-eight.

A Story of Development.

Fortified with new faith in himself and the article he was selling, his first three or four calls showed him that his earlier methods were again working perfectly. Being unusually adept, in a few months Fuller had mastered the main essentials of the stove-polish business, and along with it one of the most valuable lessons in salesmanship—stick-to-it-ive-ness. The outcome of his initial experience is best told in his own words:

"I stuck at it for several months, and began to get acquainted with the trade, and learned that on the west side of the city there was a firm that made stove polish, but had practically no market for its goods, and less knowledge of how to push them. I determined to go over and see just what the conditions were. Examining the product, I pronounced it O.K., and made a statement to the proprietor that I could sell his goods.

"Drawing up his chair, he began picturing to me the worst side of a business man's career that I have ever heard of before or since. Everything in the world seemed to take on a beautiful indigo color. He sat there with his chin between his knees, addressing me in a manner that plainly indicated that he had completely lost his nerve.

"'Young man,' said he, 'the man is not yet born who can sell my polish. I have been plugging away at this business for eight or nine years, and my goods are on the dealers' shelves in the worst possible condition; the cans are rusted out, the polish is hardened, and there is little left of them but a faded label. It is simply out of the question to attempt to regain my lost prestige in the face of all that.'

"While he was outlining his side of a story which too plainly told of a neglected past, I could think of nothing but Number Forty-eight. When he had finished, I asked a few questions relative to what he would do, at the same time thinking of Numbers One, Two and Three, all long the line to Forty-seven.

"The question of my engagement was finally settled on a liberal commission basis, and I got him to agree that in case I should find a few goods of his manufacture on a dealer's shelves in bad condition he would send fresh goods for the bad stock.

"My first day's income was larger by far than anything I had made for any 5 or 6 days' previous effort. I delivered my orders promptly the next morning, but my employer frankly informed me that he did not believe they were honestly taken.

"You can imagine working for an employer of that temperament. I tried to convince him that my orders were honestly taken, and urged him to make an effort to deliver. All the eloquence I could muster failed to move him, until he had sent an insipid three-dollar-a-week clerk around to the dealers to see if the orders were O.K.

"This would not have been so bad had the man who was sent to confirm my work been clever enough to give some plausible excuse for asking such information. Fortune favored me, as I lost but two orders through this procedure. Within a week or ten days I had gained the manufacturer's confidence, and he began to look upon the bright side of things.

"A few months later the sun was shining on both sides of the street for him. What little help he did have was putting in full time instead of working two or three days per week, and we all got along nicely. The manufacturer began to see his way clear; to think in the proper channels; to figure that if one man could sell his goods, somewhere on this earth there were other men who could do the same."

Fuller is now the Western sales manager for a large chemical plant, but is still on friendly terms with his Wheelbarrow friend, the stove-polish manufacturer, who has become wealthy, and owns and controls a large factory. His advertised brand is a household word the country over. He gives Fuller full credit for literally pushing him up the highway of success to a point that enabled him to proceed smoothly, and he can now dictate in the matter of opening up new territories when engaging additional salesmen. And he is particular to have only the best.

Concentration Indispensable.

An indispensable requisite to success is concentration, or devotion to one subject. When that subject is faithful, well-rounded service to one's house, the reward is certain. The man who would do one thing well must not attempt a dozen things, however attractive or inviting. The salesman who would get to the top of his profession must single out each day's work, and into that must pour the whole stream of his activities—all the energies of his hand, eye, tongue, heart and brain. The salesman of single and intense purpose, he who is not tempted with seductive side-line offers, who believes that his house will pay him just as much salary when the proper time comes as has been offered by a neighboring house to entice him away, is the salesman who will accomplish lasting results and is everywhere in demand.

A salesman may be able to show great bursts of speed, but if he runs first forward and then backward, to the right and to the left, with periodical fits of looping the loop in between, he will wind up some day by missing the gap altogether.

The work of a salesman is to sell goods. No salesman has ever yet made his mark in the world of salesmanship who was not possessed with a master passion to see his sales climb higher and higher with each bulletin issued from the sales department.

Fight When on Your Back.

Allan Wilson says: "Fight hardest when you're on your back. Many a down-and-outer would be an up-and-inner if such action had governed them at the crucial times of their careers."

Mr. Wilson tells a good story of the awakening of "Scherer the failure."

Scherer was a failure. He was a miserable sort of a failure. Such a failure was he that his employer told him he was a failure, before all the other salesmen on the force.

Scherer had conducted a small business of his own. Then he became the general agent for his county with the house of the man who later called him down. But it was a small post at best, and so he came into the general office, determined to make a big place for himself on the road.

"Well," said the manager of the sales department, "we haven't got anything against trying a new man."

"But I'm not exactly a new man, Mr. Manager," said he. "I've handled the firm's line for the last fourteen months in Wheatville County. I've sold goods in ——"

"Well, it's a little different on the road," replied the sales manager, "but

we can find a territory for you, all right."

So they gave him a territory, and a fairly good one, and Scherer tugged his sample cases to the depot and tried hard to be a real salesman. He was good where he was acquainted and where the house was known. When it came to getting new business he fell down completely. He made a dozen towns in a week, and failed to land one single order; then he got discouraged, and for a week tended only to fixed trade. And when he was turned down he took it to heart.

He managed to hold his position, but continued to be a failure for four long years. Then, as was his custom, his employer held in his private office a reception for the salesmen of the firm.

The Awakening of a Failure.

Everyone was feeling good and mutual expressions of respect and appreciation passed freely about. Times were good, and Scherer's employer was happy in his attitude toward his men. He told them that never had he been so well served by any set of salesmen in his entire career, that never had the firm done so much business, and that never were the promises of the future so bright and rosy. Not a salesman on the staff but had done himself proud, he said.

Then his eye fell on Scherer the failure, over in the corner. The iron in his employer's soul was touched. "That is," he said, "with one exception, Mr. Scherer, who is our weakest salesman, has failed, as customary, to do justice to the firm and to the territory which he travels. However, the other men have done so well that the handicap of one weak man scarcely has been felt."

Scherer never knew how he left the office that day. He went home and sat with his hands in his lap, forcing himself to realize just what the head had said to him. Then he became terribly ashamed. Also he was angry, as men grow angry in silence and alone when they have unpleasant thoughts, and he swore considerably. He didn't sleep that night. He lay awake and cursed himself and his employer with great impartiality.

He was in the city for a week's rest, but the next morning found him packing his trunks and cases for the road. He was on the road all the next day, and at nightfall he walked into the office of a man who had twice before refused to see him. The man each year bought goods of the kind he was selling to the extent of $50,000. This time Scherer walked past the office boy and presented his card himself.

"Mr. Blank, I've come to sell you some goods," said Scherer. "You can't afford to stop me from doing it. Will you give me some time now, or shall I call later?"

The man tore the card into bits. "Damn it," he roared, "where are those office boys?"

"Outside," replied Scherer, calmly. "There was only one. I stuffed him under a bench when he tried to stop me. And here's another card. Now do you think I've got a proposition that can interest you?"

The man looked carefully at the new card and laid it down.

"What's your proposition, Mr. Scherer?"

"Whew! What in the world's happened to Scherer?" said the sales manager two weeks later. "He must have gone crazy. Why—why, he's actually got the record for the sales of last week."

He carried his discovery over to the head, and the old man smiled grimly. "Scherer? Oh, yes. Well, you never can tell what a horse can do until you've tried your hardest whip on him."

"Stick to Business" a Good Rule.

The old saying, "Stick to your business, and your business will stick to you," is the only safe rule for the man who believes that salesmanship is a hop, skip, and jump game, requiring little practice and less brains. We boys used to amuse ourselves with that pastime during recess at school. The hop and the skip looked easy enough on the face of it, and the most awkward of us got along so far without losing our equilibrium or our bets. But the real test came in making the jump. No one could foretell the result of the jump. Balanced on one foot, the spring was made, which ended for most of us amid hoots of derision from our schoolmates. It hurt our feelings and dampened our ardor more than did the header we had taken. It was an exhausting practice, that consumed our energy and our enthusiasm, and how is success possible without enthusiasm?

In urging the importance of sticking to the business of our profession, I do not mean that any man should be a mere salesman, lest he become a one-wheeler on the barrow plan.

The profession of salesmanship has its peculiar tendencies, which more or less dwarf those that devote themselves to it on a narrow-gauge scale, hampering and preventing them from attaining a well-rounded, healthful and whole-souled sphere of usefulness. Is not the mechanic in many cases but an animated machine? Does not the salesman too often get a one-wheeled idea of the road, forgetting that the coach in which he travels is built on eight? And do not his indolence, lack of tact, and lack of practical methods give rise to the idea that salesmen are born and not made?

Selling-success cannot be accomplished with one wheel, two handles, and a prop. Every salesman ought to be something more than a spoke, a cog, or a pulley in our great commercial machine.

Think it over, Brother Wheelbarrow, and determine that it is worth while to be a salesman, cultivating and developing, so far as you can, all your energies on a four-wheeled plan, and then expend your chief labors on getting there by the sole aid of your own motive power—educated enthusiasm.

(To be Continued.)

HANDSOME WALL HANGER.

The Capewell Horse Nail Co., Toronto, have prepared for their customers a large wall hanger, containing the photos of Charles H. Fleming, manager of the Canadian Company and his staff of salesmen covering all parts of Canada. The hanger is gotten up in a very net style, mounted on a card about 12x14 inches and protected with fancy waxed paper. It will, no doubt, find a place on the office walls of many hardware stores where the Capewell salesmen are favorably known.

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware and coal business in one of the best towns north of Toronto. An A1 opportunity for anyone looking for an established business. Will sell hardware without coal, if desired. Apply to Box 726, HARDWARE AND METAL, Toronto. [26]

FOR SALE—Tin and stove business. Stock $1,139. Will accept 65 cents on the dollar. Opposition light; great opening; brick building; low rent. Investigate. Rowe & Jackson, Dunnville, Ont. (26)

FOR RENT

FOR RENT—Large, airy moulding shop, well situated, for all kinds of work. Walker Bros., Orillia. (28)

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register, F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

TO TINSMITHS AND APPRENTICES.—Do you want to learn how to draw patterns? If so, now is your chance to secure a course at half-price with 8 months in which to pay for same. Write at once for our special offer. The Sheet Metal School, Box 419, Galt, Ont. (28)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Hardware salesman, to visit jobbers only in Ontario and Quebec. An A1 position for a man of ability and experience. Give definite information as to age and references at once. Box 728, HARDWARE AND METAL, Toronto. (25)

HOT WATER HEATING SALESMAN for Toronto. Experienced hustler. Gurney Foundry Co., Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE TRAVELLER, with good connection west of London, open for position July 1. Either on road or as manager of retail store. Box 727, HARDWARE AND METAL, Toronto. (26)

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, June 26, Room 511, Union Bank Bldg, Winnipeg.

June 26.—Business continues to show some slightly increased activity, and there is a disposition to "stand pat" on all prices. Every indication points to the harvesting of the biggest crop on record, and there is a feeling of confidence abroad which was lacking for some months.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

Wire Nails—$3 Winnipeg, and $2.55 Fort William.

Cut Nails—Now $2.90 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ⅝ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—$1.75, 100 sq. ft.

Coil Chain—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 p.c.

Hooks—Brush, heavy, per doz., $8.75; grass, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., $9.25; 7-in. $10.

Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70,; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wringers—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14¾c. British manila, 11¾. Lath yarn, 10¾c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, $3,75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5. Bar iron, $2.50. Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Pig Lead—$5.50. Lead pipe, $7.

Sheet Zinc—Casks, $8; broken lots, $8.50.

Copper—Planished copper, 29½c per pound; tinned, $26½c.

Iron Pipe—Black pipe ¼ in., $2.50; ⅜ $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼ $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52.00; 5, $58.00; 6, $75.00; Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, 30.50.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.-65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.-60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I. C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50, ½ box, $6; IXX, full box, $13.-50; ½ box. $7,

Terne Plates—I.C. plates, $9.

Canada Plates—Half polish, 6 and 7 inch, $3.25; 8-inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45: Eocene, gal., 24c; case, $2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasolene, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand, bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 74c. Linseed oil, raw, 65c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

June 26.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 5o p.c.

Horseshoes, M.R.M., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.-95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, $3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, $1.85, 100 sq. ft.

Shovels, first grade, $11.55; fourth grade, $7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, $9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, $8 doz.

Wringers, Royal Can., $38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manille, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Linseed Oil—Boiled, 75c; raw, 72c per gal. in barrel lots.

Ammunition—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

White lead, pure, $7.65 per 100 lbs.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

Ross Bros.

LIMITED

WHOLESALE HARDWARE

Edmonton, Alberta

SPECIAL ATTENTION
—GIVEN TO—
MAIL ORDERS

Get our quotations before ordering elsewhere

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

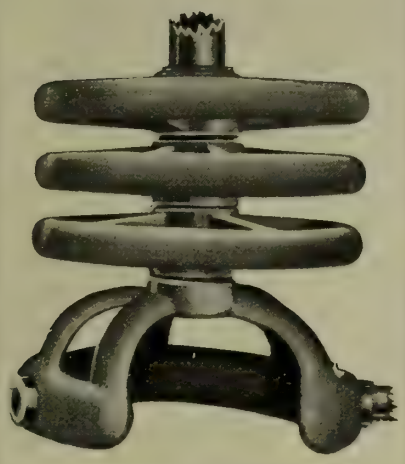
GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

Here's Another Money-Maker!



Pease Economy Round Steam Boiler

The construction of this splendid steam boiler is quite similar to that of our Economy Hot Water Boiler. The water travels upward around the specially constructed corrugated fire pot through seven radial arms over the concave centre at the top of the fire pot, then up into the horizontal boiler sections. All the way up it is getting the benefit of the most intense heat, which results in a great

REDUCTION OF FUEL COST

The steam dome has double water chambers allowing the heat and smoke entering the flue to get in some final work by passing between the two sections. The dome provides ample space for vaporization. The complete set of trimmings with this boiler includes steam gauge, water column and glass, safety valve, and damper regulators, as well as the firing tools and flue cleaner.

Send for Our Catalogue

Pease Foundry Co., Ltd.

TORONTO

Pease-Waldon Co., Ltd.

WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

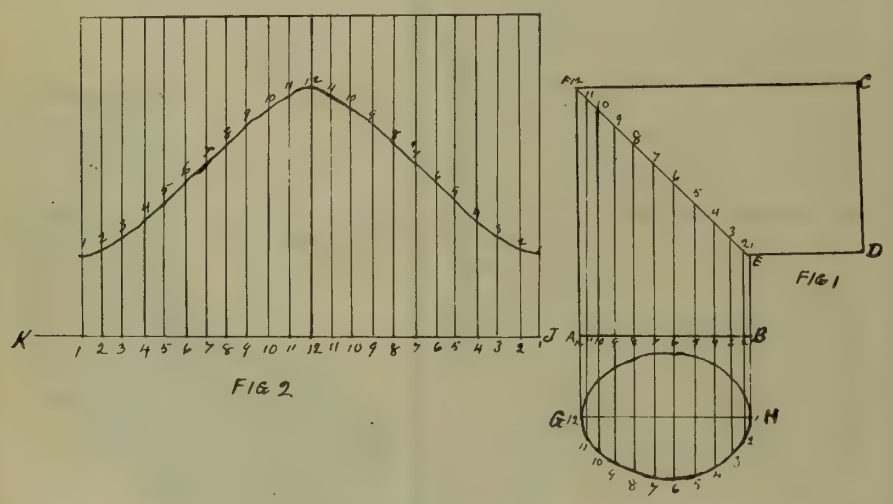
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

THE ELLIPTICAL ELBOW.

To describe a pattern for an elliptical elbow in two pieces and at an angle of 90 degrees, let A B C D E F, Fig. 1, be the given elbow. Draw the line G H at right angles to A F, at a convenient distance below the elbow in Fig. 1. Then describe an oval the shape of the elbow required and divide it into any number of equal parts, as 1 2 3 4 , etc. From these points draw lines parallel to A F and intersecting the line F E as 1 2 3, etc. Then draw the line K J, Fig. 2, and set off on the line K J the same number of equal distances as there are in the oval in Fig. 1 (the oval should equal the circumference of the elbow) and from these points draw lines at right angles to K J. Then make 1 1 and 1 1 in Fig. 2 equal in length to B E in Fig. 1 and the line 12 12 in Fig. 2 equal to the line A F in Fig. 1. Also make equal each of the parallel lines bearing the same number as 22=22, 33=33, 44=44, etc.



Then a line traced through these points will form the pattern. Edges must be allowed.

A NOVEL CHURN.

Something decidedly novel in the way of a churn is provided by the invention recently registered at Washington. The churn comprises a cream receptacle which is mounted on a spring arm, and by merely rocking this arm the cream is churned. The cream receptacle consists of a can formed with a pair of double or spaced brackets at opposite sides. The rocking arm is formed of a spring rod or heavy wire provided with a frame at one end in which the can is received, and a coiled spring at the other end terminating in a vertical member, which fits into a bracket. The bracket may be secured to the wall at any desired location. The frame in which the can is received is provided with two offsets, so that when inserting the can the brackets will pass through these offsets, and then by giving the can a half turn the frame will be received between the spaced members of each bracket. To operate this churn the spring arm is pushed, producing an oscillation of the cream can and causing the cream in the can to dash up and down in a closed curve somewhat as traced by the figure 8. The descending cream in passing the ascending cream causes a friction on the butter corpuscles not experienced in the ordinary churn.

STOVE MANUFACTURER ASSAULTED.

T. L. Moffat, president of the Moffat Stove Company, Weston, was brutally assaulted last Sunday night, presumably by union molders formerly employed by his company. He was returning from church with six non-union employes when about 15 strikers and sympathizers overpowered them and by the use of stones and metal knuckles badly cut up Mr. Moffat and those with him. Several were recognized and warrants and summonses have been issued for about a dozen of the rioters.

Early this year Mr. Moffat and two of his brothers visited the leading stove manufacturing concerns in the United States between Philadelphia and Chicago and on their return installed several new molding machines at Weston. On May 1 the contract with the Moulders' Union expired, so the company decided to conduct an open shop, and make a cut of from five to ten per cent. in wages. Some of the men had earned as much as $5.40 a day, working eleven days out of two weeks. The cut would reduce this to about $4.30 a day, while the average would be $3.10 at the reduced wage. When the shops were re-opened after a brief shut-down, the company submitted the new wage schedule to the men, who refused to accept and the matter was then taken up by the International Moulders' Union, and the foundry has been watched by union pickets for several weeks.

With the molding machines, it is said, the company can manufacture stove covers at a cost of two cents each, which under the old system cost 3½ cents, besides saving $1.25 per day for labor. The molders, of course, dislike the introduction of the labor-saving machines and this has caused much of the bitter feeling.

RANGE DEMONSTRATIONS.

Asked for their opinion as to the value of demonstrations of ranges by stove manufacturers, a New England hardware retailer writes :

"We have received benefits from two such demonstrations, and are now making arrangements for another during the coming fall, We have found that in addition to advertising the range, demonstrating its good points and execution, that it brings many new faces to our store and gives us an opportunity for future sales. We have had many people come to our demonstrations out of curiosity, not being interested especially in the range, but they have seen something in our place which would interest them in the future. Not knowing the cost of these demonstrations to the manufacturer, but being aware of the benefits to the dealer we sincrely hope for a continuance of the custom, that we may benefit by the same."

Commenting on the same subject the manager of a large stove foundry at Detroit writes :

"I can give no better proof that we do not favor range demonstrations than the fact that we never have made any feature in our advertising, of cooking exhibits or range demonstrations, to any extent. We believe that this does not belong to the manufacturer. If the retail dealers see fit to make these demonstrations well and good, but it is a very expensive feature for the manufacturer to enter into, because if he begins it, he must continue it, or else there is a jealousy among the agents. A great deal of this has been done and no doubt the manufacturer who has entered into it has received more or less benefit, but there is not sufficient benefit to the manufacturer for the expense incurred. If any manufacturer or stove dealer thinks his trade is entirely dependent on the yearly demonstrations this is a serious condition. They may consider it an advertising feature, but unless they continue it, there is a liability of their trade being affected Less of it is being done to-day, especially in the west, than was done a few years ago. We have discouraged it and shall continue to do so."

The name of R. Hobson, of the Hamilton Steel and Iron Works, is generally accepted as that of the probable successor to Mr. Rolland as president of the Canadian Manufacturers' Association, and it is generally felt that such recognition is due to Mr. Hobson for his active and efficient work as provincial vice-president for Ontario.

FIFTEEN YEARS' SERVICE.

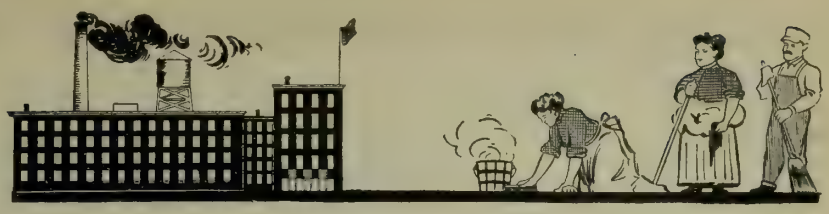
W. L. Edmonds, General Manager MacLean Publishing Co., Presented With Handsome Desk.

A pleasant event took place at the office of the MacLean Publishing Company on Tuesday of this week, when W. L. Edmonds, the general manager of the company, and former editor of The Grocer, was presented with a handsome and massive mahogany desk, specially made by the Canadian Office & School Furniture Co. The presentation was made by Col. J. B. MacLean in the presence of the entire business, editorial and mechanical staff of the company, and was made with a view to marking in an appreciative way the completion of Mr. Edmonds' fifteenth year of service with the company.

In his remarks Col. MacLean said:

"A short time ago our general manager completed fifteen years of continuous service with us. I have asked you to assist me to-day in presenting him with this desk to mark the occasion. I want him to be good enough to accept it as a formal but slight acknowledgment of the most loyal and faithful services any concern could wish to have. It is nearly 20 years since I first made Mr. Edmonds' acquaintance, and I was drawn to him by the thoroughly, conscientious, painstaking way in which he discharged his duties. Most newspaper men are content with the information furnished by one man. It was not so with Mr. Edmonds. In preparing his market reports he saw every firm, large and small, who could give him the most remote possible information. I have known him to call day after day for weeks to discuss market situations before getting anything of the slightest value. But that made no difference. He knew that any day something of the greatest importance might develop, and it generally did. It was not until he completed his long round that he formed any conclusions as to prices, values or market or business situations. It is this thoroughness with which he himself does his work and inspired his assistants to do theirs that has put our papers where they are—that even the courts of law have from time to time accepted their quotations as final evidence in important mercantile disputes."

Mr. Edmonds made a happy speech in reply, referring to the pleasant years he had spent with the company and also of the kind treatment he had always received from Col. MacLean. Continuing, he referred to his early newspaper career, and the assistance it had been to him in his present position. He started in 1875 in the composing room of the Mail. In 1885 he assumed control of the Cannington Gleaner, but sold this paper in 1888 and returned to Toronto, where he was engaged in journalistic work on the daily press. For two or three years prior to his connection with the MacLean Company he filled the positions of city editor and commercial editor of the Toronto World. Mr. Edmonds was the Liberal candidate for East Toronto in 1905.



Factories Spend ½ Hour a Day "Cleaning House."

That's unusual, but that is what The Sherwin-Williams Co. does. Throughout their entire system of Paint and Varnish Plants the last half hour of the day is devoted to cleaning up floors, machinery, tools, etc. Dirt is never allowed to accumulate and the plant is kept clean as a bakery. This is one of the things that help to make

SHERWIN-WILLLIAMS PAINTS AND VARNISHES

the highest quality paints and varnishes produced in the world. Some shades are so very delicate that the least particle of dust and foreign substances affects them. Perfect cleanliness insures freedom from impurities and prevents the powerful machinery from getting clogged up so that it does not do its work properly.

The exceptionally high quality of Sherwin-Williams Products, together with the many selling and advertising helps that go with the Sherwin-Williams Agency make this line the easiest selling line of paints and varnishes on the market.

Write us for our agency proposition.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

376

"METALLIC" CORNICES

So neatly and accurately made they are very easily erected.

Any architectural design supplied promptly.

If you want one for your own building or for your customers—it will pay you to write us.

We know how—and—we make them right.

23 YEARS' EXPERIENCE

The Metallic Roofing Co.
LIMITED
Manufacturers
Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Building Notes.

A courthouse will be built at Arcola, Sask.

A new public school will be erected at Nokomis, Sask.

A $25,000 post office will be built at Humboldt, Sask.

A new Y.M.C.A. building will be erected at Brantford.

A Home for Consumptives will be erected in Ottawa.

A Roman Catholic hospital will be erected in Daysland, Alta.

It is stated that a new High school will be erected at Golden, B.C.

L. Hanson, Sunburg, B.C., will erect the new school at Glenmore, B.C.

C. P. Walker, of the Walker theatre, Winnipeg, will erect a new hotel.

An addition will be built to the Orillia Collegiate Institute this season.

The Canadian Pacific Railway will erect a new station at Dryden, Ont.

A four-room addition will be made to the public school at Lakefield, Sask.

A Divinity College will be erected in Prince Albert by the Anglican church.

St. Thomas' church, Toronto, will build a parish house to cost $13,000.

The Seventh Day Adventists, London, will erect a large church in that town.

Parkdale Methodists will erect a $40,000 edifice in that section of Toronto.

Tenders have just been taken for the erection of a school at Weyburn, Sask.

The erection of a $40,000 post office at Grand Forks, B.C., is being considered.

The Joint Stock Apartment Company will erect a five-storey block in Winnipeg.

The Nelson, B.C., school board are to erect a new school building to cost $60,000.

V. W. Horwood has plans for a $60,000 apartment block, to be erected at Winnipeg.

The North Toronto school board is considering the erection of a new school building.

Over 30 buildings were burned in the fire which swept Burk's Falls, Ont., on June 20.

Carl Bertch has decided to erect a theatre building at Edmonton at a cost of $90,000.

Plans for a new theatre at Port Arthur have been prepared for the Luna Theatre Company.

The ratepayers of Gilbert Plains, Man. will vote on a by-law to spend $15,000 for school improvements.

A million dollar office sky-scraper is proposed to be built by St. Louis, Mo., capitalists, at Vancouver.

Woodward Bros., Calgary, have the contract for the new $100,000 hospital to be erected in that city.

London will build a $6,400 fire hall in the south end of the city, and possibly another in the north end.

Chas. Gillespie, Parry Sound, was the successful tenderer for the new school; approximate figure $16,000.

McMahen, Granger & Co., London, will build a new $35,000 fireproof wholesale dry goods warehouse.

H. C. Wilson & Sons, music dealers, Sherbrooke, intend erecting a three-storey warehouse next spring.

J. Murray is stated to be planning the erection of a five-storey steel and concrete block at Fort William.

The plans of Mr. Barnett, architect, have been adopted for the new Roman Catholic church at Vernon, B.C.

A two-storey addition will be erected to the Inns of Court building, Vancouver, at a cost of about $30,000.

Robt. Ireland, architect, has completed plans for the St. John Anglican church and rectory, Fielding, Sask.

Plans are being prepared for a new Catholic convent, to cost $65,000, which is proposed to be built at Brandon.

Stinson & Hood, Fort William, are working on revised plans for a new Presbyterian church, to cost $60,000.

A special committee has been appointed to secure plans for the proposed new wing to the High School at Arnprior.

Toronto's building permits to June 20 call for the erection of 210 new houses at an expenditure of $651,100.

C. S. Bridgman, Winnipeg, has about completed plans for a church, a warehouse and apartment block in that city.

Tenders will shortly be taken by the Separate school board for the erection of a four-roomed brick building at Calgary.

The McCartney Fowler Co., of Regina, were awarded the contract to build the new Francis, Sask., public school at $10,280.

If Montreal donates a site, the Dominion Government will erect an armory in Westmount for the 21st Battery of Field Artillery.

E. J. Rochon, of the Leland hotel, Winnipeg, is stated to be contemplating the erection of a large block at Fort William.

The congregation of the Presbyterian church at Hespeler, Ont., will erect a new building this summers at a cost of about $20,000.

Tenders will be received by the chairman of the Minnedosa, Man., school board for the erection of a school building in that town.

Snyder Bros., Portage la Prairie, have been awarded the contract for the erection of the training school, the contract price being $67,000.

The Walper hotel property, Berlin, has been purchased by William Roos, who will make extensive improvements at a cost of some $10,000.

The contract for rebuilding Zion church, Carleton Place, Ont., has been awarded to Cavers & McRae, the lowest tenderers, at $14,097.

The Canadian Locomotive Works, of Kingston Ont., are stated to be planning considerable extensions, including the erection of a new foundry.

Frank Reardon, J. A. Watt, C. E. Silliker and G. R. Ramey are negotiating with the council of Halifax, with a view to establishing a glass works in that city.

The estimates for the new Dominion Government public building at Dauphin, Man., have been passed and the Government is now in a position to proceed with the new post office. Estimated cost $36,000.

Municipal Improvements.

Norwich, Ont., will construct between 3,500 and 4,000 feet of sewers.

Victoria, B.C., is considering the installation of a more complete system of surface drains for the city.

Plans of Galt & Smith, consulting engineers, Toronto, for a complete sewer system and sewerage disposal works, have been accepted by the Vernon, B.C., Council. The general system will consist of about five miles of pipe sewers, sizes 18 to 8 inches diameter, with all the necessary appurtenances. The first will consist of a septic tank, with a continuous filter, and provision will be made for future extensions. Estimated cost $57,500.

Railway Construction.

It is stated that J. J. Hill is planning to build from Winnipeg to Calgary in the near future.

The Canadian Northern Railway has purchased the factory site of the Evans Co. at Sudbury, for railway purposes.

The contract for the first section of the Westminster-Chilliwack electric car line has been awarded to Boyd & Craig, of Vancouver. Approximate cost $100,000.

The G.T.P. is rushing construction of its bridge at Fort William.

The surveyed route of the Mount McKay & Kakabeka Falls Railway follows the main road from this city to Kakabeka Falls, about fifteen miles. The track will be laid with eighty pound steel.

The C.P.R. will extend a branch from Moose Jaw, northwest to Outlook, 123 miles, immediately.

Construction has advanced so far on the G.T.P. that the line between Saskatoon and Edmonton will be open for traffic in the fall.

The Vancouver Island Eastern Railway Company, organized last year to build an electric railway from Esquimalt Harbor, Vancouver Island, north to Seymour's Narrows, and from Bute Inlet or Frederick Pass to Edmonton, are applying for a charter.

Application for charter will be made to the Legislature by the Morrisburg, Ont., Electric Railway Company, who plan the construction of an electric railway through Williamsburg, Winchester, Chesterville and Morewood, to Russell.

Industrial Development.

Mr. McKelvey, Stratford, proposes to build a furniture factory in Galt.

Over 15,000,000 pounds of ore have been shipped from Cobalt since January 1st.

The Westermite Mfg. Co., a new paving concern, will erect a plant in Brantford.

Wilson Bros. will build an automobile warehouse to hold 100 cars, at Saskatoon.

W. J. Meyers, Toronto, will erect a building for the manufacture of brewers' casks.

The Campbell Lubricating Co., Hamilton, will erect a brick warehouse at a cost of about $3,000.

The F. H. Rice Lumber Co., St. Louis, Mo., contemplate erecting a $100,000 plant in Victoria, B.C.

"SANDERSON'S"
TOOL STEEL
"ALWAYS RELIABLE"
MACHINERY STEEL
SMOOTH AND IRON FINISH
A. C LESLIE & CO., LIMITED
MONTREAL

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

Hammer the Hammer
Accidental Discharge Impossible

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

The Metal Market Year Book.

This little book (7 inches by 4 inches), bound in cloth, issued by the Ironmonger, London, Eng. contains the essence of official and private statistical information relating to the trade in the leading industrial metals. copper, tin, lead, spelter, pig iron, steel, tinplates and galvanized sheets. The price is 2s. 6d., postpaid.

An Attractive Hanger.

A beautiful reproduction of an oil painting by a celebrated artist and sportsman, depicting a flight of ducks at the close of day and showing two sportsmen in an old dug-out with decoys well placed and taking toll of the passing flocks, is the new wall hanger which The Marlin Firearms Co., New Haven, Conn., have sent Hardware and Metal and copies of which may be had by any reader who will send ten cents in postage stamps to The Marlin Company, who are makers of a large assortment of repeating guns specially adapted to duck shooting. The hanger is well worth having and can be used to good advantage in backgrounds of a window display.

A Rust-proof Screening.

The B. Greening Wire Co., Limited, Hamilton, Ont., are this year manufacturing a new line of screen cloth and they have named this new cloth "Greening's Rustless Screening." It is made of copper wire with steel core and has a mesh of 14x14. It is put up in convenient widths and may be had in rolls up to 100 feet long. This new screening is intended to meet the demand for something stronger, finer and more durable than the standard painted screen cloth, and has a very attractive quality in that it will not rust. Small samples and descriptive circulars will be sent on request.

Horse Nails

There is none better than the "M.R.M." brand.

Quality, pattern, regularity and proper proportions, stamp them as high grade.

Our ability to distribute economically is emphasized by this particular line.

Lower prices to the farrier than other makes cost him, and a good margin of profit to the dealer.

We shall be glad to send samples.

The Montreal Rolling Mills Co.

Window and Interior Display

Novel Window Display at Calgary Showing Ships Sailing Safely Past the Credit Rocks into Cash Harbor—A Typical Store in One of the New Towns in Saskatchewan.

NOVEL CALGARY WINDOW.

A. R. Auger, with the C. F. Comer store at Calgary, and well-known throughout Canada for his original window trimming, recently showed something both novel and practical in the display reproduced in the accompanying illustration. As will be seen, the window is not a modern one and the trimmer's work was, therefore, all the more creditable.

Novel Window Display Dressed by A. R. Auger in the C. F. Comer Store at Calgary.

The illustration shows a lighthouse at one end with water all around it, while on the top of the lighthouse is a flag reading, "Credit Rocks." Across the bay is a Cash Harbor, and there are four boats on the bay all heading for Cash Harbor, on the boats being flags announcing "No More Credit Rocks for Ours," "Cash Country for Mine," etc. The ground is made up of 1⅛-inch blued nails with sledges, irons, hammers, etc., sticking up to represent rocks, while bristles of brushes and heads of feather dusters represent foliage. The back is made of blue paper with an ocean painted on it and gradually running down to the water in the bay, as will be seen in the picture.

The whole display shows originality and ingenuity, and had Mr. Auger a larger and more modern window his work would show up to better advantage.

EFFECTIVE DISPLAY OF TOOLS.

An effective display of tools was made recently by a Western hardware store. From the upper part of the window were suspended a large number of long shavings, which hung in curls extending nearly to the floor of the window. Here, as on the back and sides, were displayed a variety of handsome tools, with advertising cards, etc. A sign occupying a prominent place in the back of the window announced that the clean, bright shavings were cut with tools bearing the brand which the company was carrying. This original display attracted much interest and sold lots of tools.

STORE IN A "NEW" TOWN.

The accompanying illustration shows the interior of the hardware store of F. F. Moore, Buchanan, Sask. Buchanan is one of the many new towns that have sprung up on the prairies during the last year and a half, but it already has two hardware stores. The townsite was in the Doukhobor reserve, and, naturally, no town appeared until a little more than a year ago, when the Government took back most of the land in that vicinity and threw it open for homestead entries. There was immediately a rush of settlers into that part of the country, and the Town of Buchanan grew up almost in a night.

At that time Mr. Moore was proprietor of the Dauphin Herald, which he had purchased about three years before, but he decided to start a hardware store in the new town. He carried out his intention, equipping his store with Bennett shelf boxes, Sylvester gasoline lighting system, and Bowser oil tank. He has a well-equipped store on the frontier, which would do credit to many older towns.

Mr. Moore is an American by birth, who came to Canada in 1894. He has had a varied business experience in this country, having been connected with the Wm. Pearson Land Co., the J. I. Case Threshing Machine Co., and Sawyer & Massey Co. He likes the hardware business, and is making a success of it.

Interior View of F. F. Moore's Store at Buchanan, Sask.

READ YOUR PAPER.

"Show me the business man who gives no thought to his business, who neglects his trade or technical journal and remains in ignorance of the important things going on in his line, and I'll show you a man who trusts somebody to do these things for him, or who will have some vain regrets when he wakes up."—Master Printer.

CHANGE YOUR AD

Suppose your newspaper published the same news items every day. How long would you continue to read that newspaper? How long can you expect people to read your advertising if you continue to use the same old copy, day after day, week after week, month after month, year after year?

News of the Paint Trade

MAKING ARTIFICIAL TURPENTINE

The manufacture of artificial turpentine is stated to be a very simple process, the raw materials consisting of very light colophony and pale resin oil, the former being melted and stirred up in the oil until dissolved, the proportions being selected so as to furnish the proper turpentine consistency. So far as the price will allow, the smell may be improved by adding a little elemi, very small quantities of ethereal oils, especially citronella oil, carraway oil, etc., or even oil of turpentine, the latter approximating the product to the smell of natural turpentine. The fluid mixture is carefully strained, to remove all solid matters, before the addition of the essential oils.

There are various methods of conducting the process, one being as follows: Forty parts of rosin oil are warmed in the air (air blast) until the weight has diminished by 10 per cent., and are then treated with 50 to 60 parts of colophony and 4 to 5 parts of oil of turpentine, followed by a solution of 0.2 to 0.3 parts of alkali hydroxide or alkali carbonate (or a suspension of alkaline earth hydroxides) in 10 to 12 parts of water. The product is more tacky than natural turpentine, and may be exposed to the air for a long time without hardening. The proportions may be modified according to the consistency desired. For producing the acid resin soaps, the alkalis may be replaced by oxides of the alkaline earths or other metals. A portion of the rosin oil may also be replaced by a heavy hydrocarbon, to furnish a product of still less drying power for certain purposes.

NEW ORNAMENTAL GLASS.

An improved ornamental glass—more transparent than the old and designed to reflect and transmit light of substantially the same color—has been developed by Fritz Puhl and August Wagner, of Berlin. The gold or silver panes in mosaic work have been made by pouring melted glass upon a metal film and then causing a thin sheet of glass to adhere to the film by heating, the product being a glass reflecting gold or silver light, but almost opaque, the feeble light transmitted being of a dirty yellow or gray color. In the new process the metal is made to thoroughly coalesce with the glass. The film is applied to the first layer of glass mechanically or by chemical or electrolytic method, and melted glass is then poured on to form the second layer, giving perfect union and great transparency. The panes have a beautiful golden or silvery lustre by reflected light, while the transmitted rays are more or less colored and give a pleasing antique effect. Mosaic may be made up with both the new glass and the old, and the new material is adapted not only for windows, but for lanterns, lamp-chimneys and other uses.

If you wish to cultivate the kind of customers that make paint selling profitable, you can do so by stocking

FLOORGLAZE ENAMEL.

Particular customers who will pay for and appreciate a good article are looking for it.

While designed particularly for Floors, it can be used with splendid results for any kind of painting. **In 10 Shades.**

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

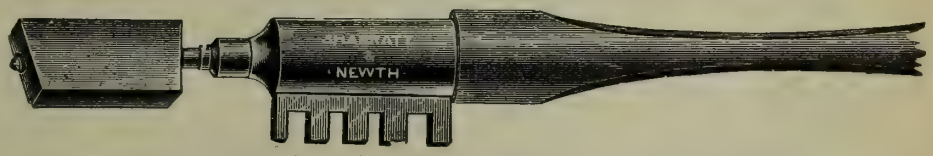
TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

DISCOVERY OF COMMERCIAL ACETYLENE.

In the seventh of a series of articles on "Industrial Canada," now appearing in the London, Eng. Times, Dr. A. Shadwell relates how, in the course of experimental work carried on for the purpose of obtaining metallic calcium, Mr. Willson, of Ottawa, stumbled on calcium carbide and acetylene gas. He noticed a blackish powder produced in the course of the experiments, and absently threw some into water. It fizzed up and evolved a quantity of gas, to which he had the curiosity to apply a light, when it instantly flared up. He at once saw that it must be carbide of calcium and that the gas produced was acetylene. This gas was first made in 1836 from potassium carbide, by Edmund Davy, and from carbide of calcium in 1862 by Wohler; but these were laboratory experiments having no commercial significance. It was Mr. Willson's discovery that calcium carbide is

formed when lime and carbon are fused together in an electric furnace which led to the production of acetylene on a commercial scale and gave the world a new lighting agent and a new industry. The same discovery was made about the same time by Moissan in France, but Mr. Willson's claim to independent results and to priority in developing the process is no longer disputed. It is not, however, generally known that he is a Canadian. As has so often been the case in the history of science, the discovery, though in a sense accidental, was really the result of years of preliminary experimental work. A great and growing industry has been based on it.

Paint and Oil Markets

MONTREAL.

Montreal, June 23.—A seasonable call still exists in varnishes. There can be no doubt that confidence is returning, as inquiries are already coming forward regarding the prospect and probable conditions for autumn trade. Orders still show that they are carefully pruned. This is a condition that should be encouraged, in view of the uneasy feeling which has hitherto prevailed.

Turpentine—Supplies are coming forward freely and the factories seem to be hurrying their output to the coast towns for shipment. The market is, therefore, easier. We quote turpentine at 61c for single barrels.

Linseed Oil—This has been a prominent feature this week as regards shipments. Prices are very firm and a steadiness in quotation is predicted for some time. We quote: Raw, 1 to 4 barrels, 51c; 5 to 9 barrels, 50c; boiled, 1 to 4 barrels, 54c; 5 to 9 barrels, 53c.

Ground White Lead—Liberal orders are being received for favorite brands at ruling prices. There is some tendency to cut in brands which are not well known. Generally, a fair inquiry exists and market quotations for ordinary lots are unchanged: Government standard, $5.65; No. 1, $5.40.

Red Lead—Following the lowering of prices noted last week, a healthy business has materialized and there is a good trade doing. We quote: Genuine red lead, in casks, $4.75; in 100-lb. kegs $5; in less quantities, at $5.75 per 100 lbs.; No. 1 red lead, casks, $4.50; kegs, $4.75, and smaller quantities, $5.50.

Varnishes—Gum shellac which has been weak for some time has swung the other way. Shellac in varnish form has been advanced 25c per gallon.

Paris Green—Orders are coming in freely for immediate delivery. As there is a fair stock in sight there has been no increase in quotation, but should a keen demand spring up, holders will naturally take advantage of the market.

White Zinc—Quiet. Prices continue as follows: V.M. Red Seal, 7½c; Red Seal 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2. 5¾c.

Putty—Heavy and dormant. Quotations continue the same: Pure linseed oil putty, bulk, 800-lb. cask, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, June 26.—Very satisfactory business, taking into consideration the lateness of the season has been done during the past week in the paint trade. As the hot weather comes on painting generally drops off, but so far this has not happened. Fall orders are few as yet, but quite a number of sorting orders are coming in. Paris green is the leader, and turps and oil are going freely at the low prices prevailing. Ready-mixed lines are still in fair demand. Shellac varnish has advanced 20c owing to the rise in gum.

Turpentine—Although 62c is still asked by a number of jobbers for single barrel lots, the price quotation this week is 61c, one cent lower than a week ago. In fact, buyers may obtain large lots as low as 60c. The demand keeps fully abreast of the receipts.

Linseed Oil—Like turpentine, this is at present a good selling line. Prices at 55c for raw and 58c for boiled continue, although one house is quoting two cents lower than these figures. Supplies are plentiful and sales are frequent and fairly large.

White Lead—Supply and demand are fair and satisfactory and quotations remain unchanged, prices ranging from $5.90 to $6.15, according to grade. Red lead, too, continues unchanged, $4.50 for genuine in casks, and one cent more for kegs of 100 pounds.

Paris Green—The most called for line at present is Paris green and sorting-up orders come in daily. Barrels at 24½c and drums at 25¾c, are the quotations for the week, which prices are the same as last week.

Glass and Putty—Glass continues in light demand, but the prospects for trade during the second half of the year are good. This applies pretty much to putty also. Bulk putty is still at $1.65 per barrel, and in bladders $1.90 per barrel is asked.

Varnishes and Stains—Fair business was done during the week, the demand being pretty free. Gum shellac has advanced which has caused a rise of 20c in the price of the varnish. Pure white is now selling at $2 per barrel and pure orange at $1.95 per barrel.

Petroleum—Quiet business is being done in these long summer days. Pure white petroleum is at 13½c; water white, 15c; and Pratts astral, 17½c. Benzine is 15½c per gallon in barrel lots and motor gasolene is 17½c. All these prices, of course, are ex Toronto.

Richard Robinson has just opened a new store at 523 Parliament St., Toronto, where he will carry exclusive lines of wall papers and paints.

"I Shall Use Brandram's B. B. Genuine of Course,"

answers almost any painter in Canada when asked as to the White Lead he will use on work where "The Best White Lead" is specified.

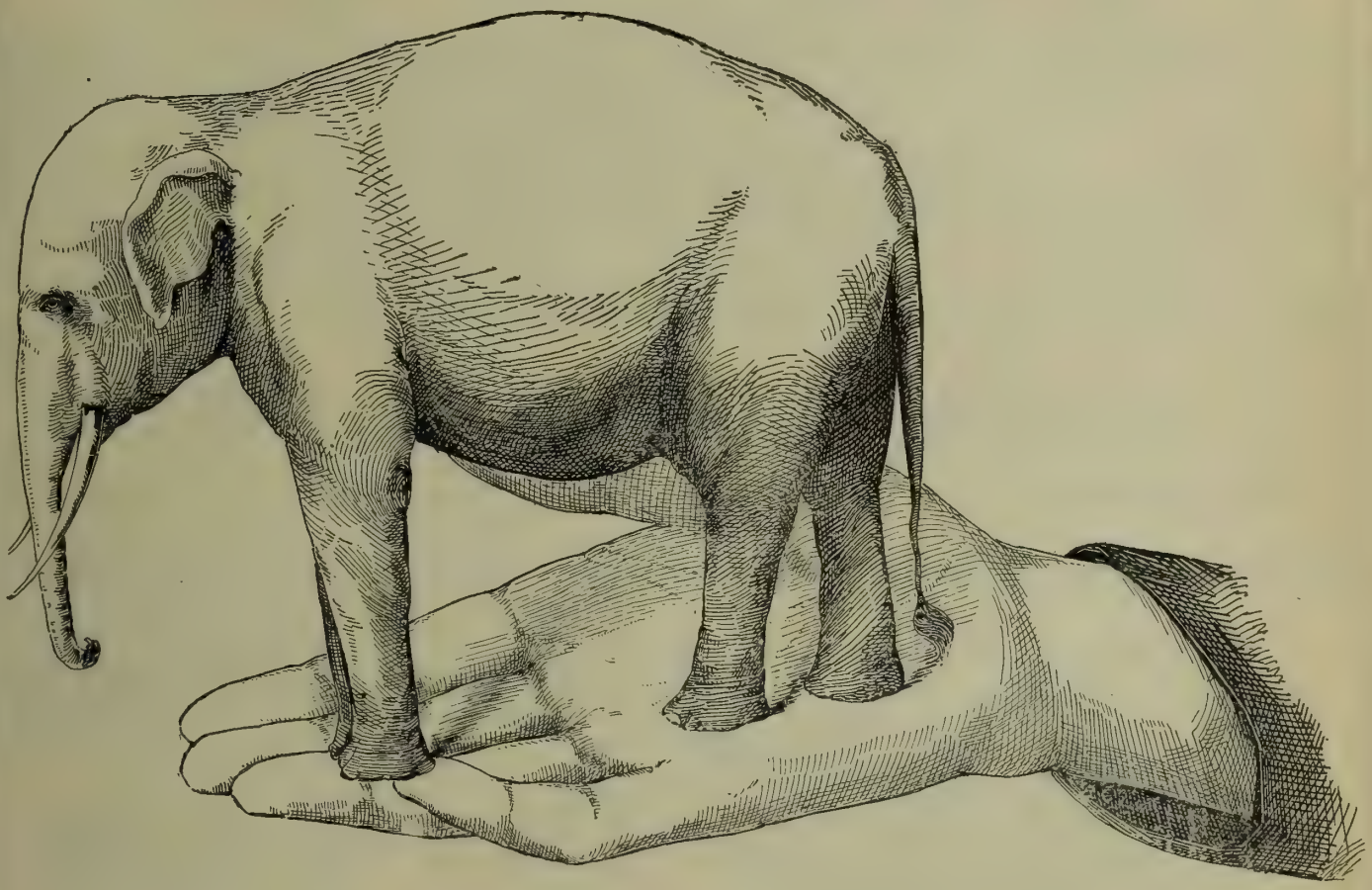
The men who "Know Paint" know that Brandram's B B. Genuine White Lead will give the best results EVERY TIME.

It is the whitest and finest heavy-bodied White Lead in the world.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

"Breathes there a painter
"With soul so dead
"Who never to himself hath said
"This is my own, my 'Elephant' Lead!"



The ***"ELEPHANT"*** holds the trade and

THE CANADA PAINT COMPANY

holds the ***"ELEPHANT!"***

All communications respecting orders for the ***NORTHWEST*** should be addressed to

THE CANADA PAINT COMPANY, Limited

VARNISH, LEAD AND COLOR MAKERS

112 SUTHERLAND AVENUE - - WINNIPEG, MANITOBA

THE WEARING OF THE GREEN

Depends on the permanency of the Color.

LUCAS IMPERIAL FRENCH GREENS

are made by special process which insures their great permanency, their exceptional brilliancy, their great strength and their intense covering properties. The most perfect **BODY GREENS** produced.

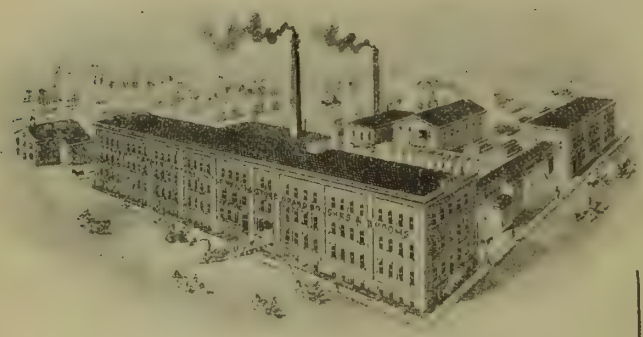
Practically Un-Fading, Absolutely Non-Poisonous

The Name, the Package and the Label are closely imitated by unscrupulous manufacturers and dopsters.

Be Sure you get the **GENUINE LUCAS IMPERIAL FRENCH GREENS**

JOHN LUCAS & CO.

PHILADELPHIA NEW YORK CHICAGO BOSTON



We again find it necessary to add to our buildings shown in above cut and we are erecting an addition to accommodate our Handle Plant in order to make room for other machinery. We are bound to maintain our standing as having the most complete Brush and Broom Plant in Canada.

Stevens-Hepner Company
Limited
Port Elgin, - Ontario

McArthur, Corneille & Co.

MONTREAL

GLUE AND GELATINE

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

Manufacturers and Importers of

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, etc.

Selling Agents in Canada

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON

Please mention "Hardware and Metal" when writing.

WHEN THE FARMER

comes to a little lull in his spring sowing why not turn his thoughts gently to a money making line for yourself, and a barn protecting line for him. Look at the cards of

RAMSAY'S BARN PAINTS

see what fine colors they are, how low in price, how pleasing for all kinds of painting on roofs, barns, bridges, fences and all outhouses. Nobody else offers you such a good line or such attractive display for your store. You sell it to the farmer at $1.00 gallon and make your profit.

WRITE US

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

It's Easy To Sell Paint

if you are handling

NEW ERA PAINT

There isn't a paint on the market at any price that can beat it in quality—but few among the highest priced can even equal it. Yet you can sell New Era Paint at a customer-attracting price.

Standard Paint and Varnish Works Co. LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOOD PAINT

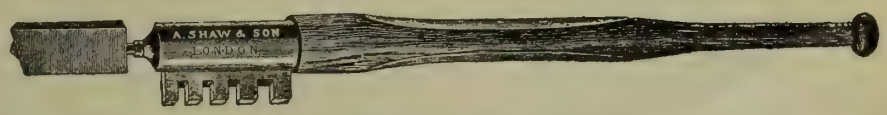
Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

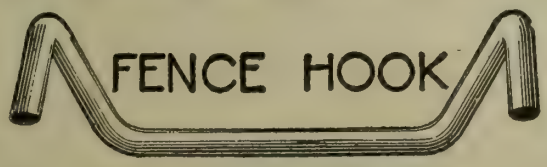
McCaskill, Dougall & Co.

Manufacturers RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

There Has Been No Stagnation with

MURESCO WALL FINISH

There could not be a more sincere testimonial as to practical utility and economy than the fact that

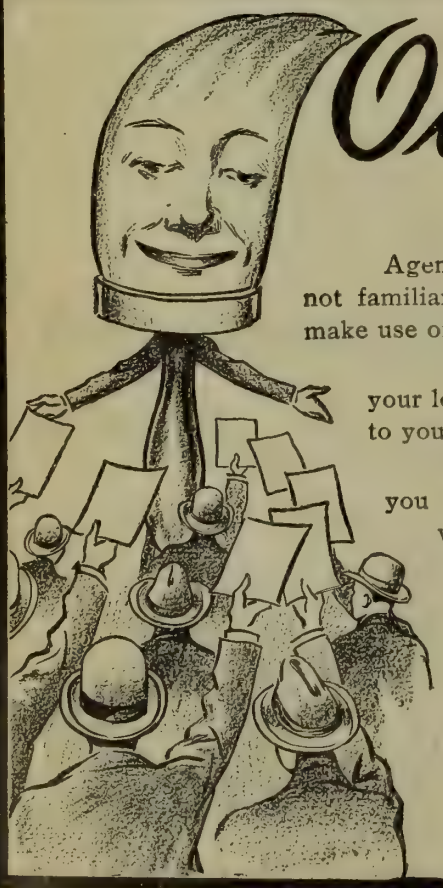
Canadian Hardwaremen have sold 60% more MURESCO this year than they ever did before

Painters as well as private citizens are buying Muresco in ever increasing quantities. The Grand Trunk Railway Co. is so convinced that Muresco hasn't an equal that it is painting the walls of its stations with it. If you live in West Toronto, Brampton, Georgetown, Acton, Guelph, Berlin, Stratford, New Hamburg, Forest, Galt or St. Mary's, just go down and look at the walls of the Grand Trunk Depot, and you'll see how good Muresco really is. Muresco has got wall paper absolutely beaten to a standstill as a practical, economical wall finish. WRITE FOR PRICES TO-DAY.

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada. **New York, Chicago, Cleveland, Carteret, N. J.**

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every respect.



Our Ripe Plum Plan

Agents who take advantage of our Ripe Plum Plan make money. If you are not familiar with it, we want to tell you that it is a winner, and you should begin to make use of it right away. It is easy, and will put many extra dollars in your pocket.

By a very simple method we can help you secure the best paint trade in your locality. But to start with we need certain information which we must look to you to supply.

Send us the names of all persons or property owners in your locality who you know are going to paint, or whom you think are intending to do so, and we will get busy on this list in a way that will bring results which may pleasantly surprise you. We are doing this for other agents, and there is no reason why we cannot do as well for you.

The time for action is now—don't delay. Write immediately for full particulars and further information, which we will be pleased to furnish you by return mail, explaining fully our Ripe Plum Plan.

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

LACQUERET Beats Anything

in the Line of Household Lacquers Ever Offered to the Trade.

When a hardwareman starts selling Lacqueret, and hears its praises sung by every customer to whom he sells a can of it, the above statement sinks into his head as the most indisputable of facts. There isn't a household in your locality that doesn't offer a field for the permanent sale of Lacqueret. There is positively nothing equal to Lacqueret for restoring any kind of woodwork to its original beauty.

SEND US YOUR NAME AND ADDRESS

if you are a dealer, and we will tell you of a plan that gets you more business from your locality than you ever got out of it before.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

ESTABLISHED IN 1796

English For all

FALCON TRADE MARK

Varnish Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

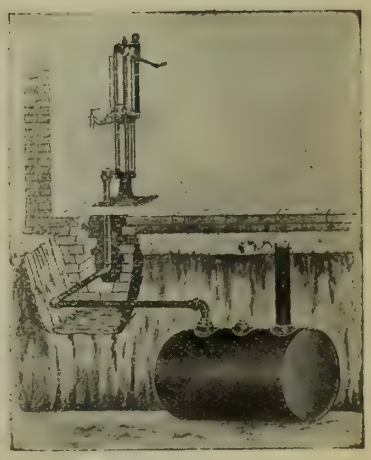
Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Statistics show that 50 per cent. of those who handle gasolene suffer by it at some time.

It is a fact that gasolene stored in a Bowser tank has never caused a fire or explosion.

The moral is plain—you are running a great risk if you handle gasolene without a Bowser.



Cut 42—Long Distance Outfit for Gasolene

So send for Bulletin 205, which describes and illustrates the different Bowser styles. It will pay you to read it.

S. F. Bowser & Co.

LIMITED

66-68 Frazer Ave. - - - - Toronto

There's Money in the Roof!

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

June 27, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ... per lb.	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 60	2 50
Tubes per 100 feet, 1½ inch	8 25	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 5uc.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	13 50
Cut lengths, round, bars, ½ to 2 in	23 00	
Plain sheets, 14 oz	21 00	
Plain, 16 oz., 14x48 and 14x60	21 00	
Tinned copper sheet, base	24 00	
Planished base	30 00	
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
20 "	2 40	2 45
22 "	2 40	2 45
26 "	2 45	2 50
24 "	2 45	2 50
62 "	2 55	2 65
12 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 60
All bright "	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 65	....
22-24	4 10	3 95	3 75	4 05
26	4 35	4 20	4 15	4 30
28	4 60	4 45	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2 "	20 00	20 25
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb	1 90	2 00
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 95	....
Sleigh shoe steel	1 95	2 20
Iron finish machinery steel (domestic)	2 05	2 20
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 30
Sheet cast steel	0 15	0 15
Toe calk steel	2 45	2 80
Mining cast steel	0 07¾	0 08
High speed	0 60	0 65
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$32 00 31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—X X, 14x56, 50 sheet bxs. 14x60, " 14x65, "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 50	
" " 26 "	8 00	

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 60	3 65
Bar, "	4 10	4 15
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per b., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 and 5 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10½	0 09¾
" yellow brass	0 08	0 08½
Light brass	0 05½	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02¼	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	13 00	14 00
Stove plate	10 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 06½	0 06¾

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	1 75
No. 4 "	"	1 70
No 7 Fuller's	"	2 00
No. 4½, "	"	2 10

Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 .... 2 35
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 03
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	0 40
2-lb. or over ..... "	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 18
Chrome green "	0 19
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

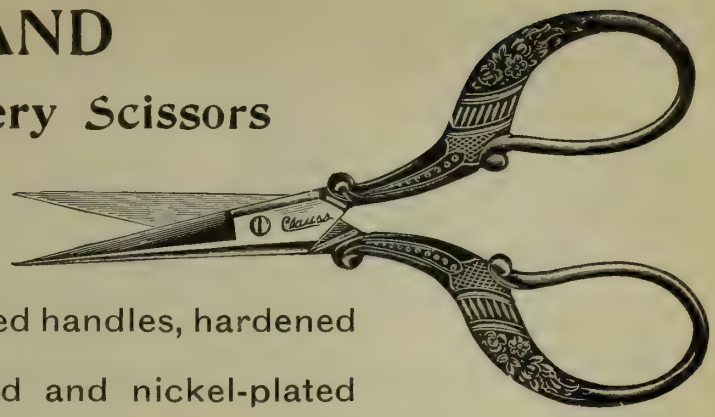
PIGMENTS.

Orange mineral, casks	0 09
" " 100-lb. kegs	0 09½

CLAUSS BRAND

Fancy Oxidized Embroidery Scissors

FULLY WARRANTED



Hand forged from finest steel. Pressed handles, hardened in water.

Full crocus finish. Finely oxidized and nickel-plated

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

	Quart	cans
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13½
Water white "		0 15
Pratt's astral "		0 17½
Castor oil, per lb	0 09½	0 10½
Motor Gasoline single bbls		0 18
Benzine, per gal single bbls		0 17
Turpentine, single barrels	0 60	0 62
Linseed Oil, " raw	0 51	0 53
" " boiled	0 54	0 56

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Canadian pure	5 65	5 90
No. 1 Canadian	5 40	5 65
Munro's Select Flake White	5 90	6 15
Elephant and Decorators' Pure	5 80	6 15
Tiger Pure	5 90	6 15
Essex Genuine	....	6 00
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 65	5 80
"Crown and Anchor," pure	5 80	5 95
Sanderson Pearcy's	....	6 00
Robertson's C.P., lead	5 90	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 75
Genuine, 100 lb. kegs, "	5 00	5 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 60
Gilders bolted in barrels	....	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	....	0 08½
No. 1, " "	....	0 07
No. 2, " "	....	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 90
No. 1 Orange, "	1 55

VARNISHES.

	Per gal.	cans
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No 1	....	0 90
" " union	....	0 85
Light oil finish	....	1 30
Gold size japan	....	2 00
Brown japan	....	1 00
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 50
No. 1 "	....	2 25
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal	....	2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish	....	2 00
" Kyanize" Interior Finish	....	2 40
" Flint-Lac," coach	....	1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.	....	2 50
Flattine floor finish, per gal	....	3 00
Elastica exterior finish, 1 gal. can	....	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

ONTARIO AND QUEBEC.

Slater's felt per roll		0 70
O. K. paper, No. 1, per roll		0 75
O. K. paper, No. 2, "		0 70
Dry Cyclone, per roll		0 50
Tarred Cyclone		0 60
Surprise, per roll		0 40
Resin sized per roll		0 45
Dry Sheathing, per roll		0 32
Tarred " "		0 40
Heavy straw, dry & tarred, per ton		37 50
In Maritime Provinces "		42 50
Carpet Felt, per 100 lbs		2 75
Tarred Felt, per 100 lb.		2 00
Pitch, Boston or Sydney, per 100 lbs		0 75
Pitch, Scotch, per 100 lbs		0 65
Heavy Fibre, 32' & 60', per 100 lbs		3 00
2 Ply Ready Roofing, per roll		0 90
3 " " " "		1 15
2 Ply complete, per roll		1 30
3 " " "		1 50
Cement, barrels, per gal		0 15
" tins "		0 20
Coal Tar, per barrel		3 50
Coal Tar, tins, per gal		0 15
Refined Coal Tar, per barrel		4 50
Shingle varnish per barrel		4 50
Caps and Nails, per lb		0 05
Mop cotton, per lb		0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
" Iron Clad " cotton	2 10	
Iron Clad " paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 75	
over 12 in. "	3 75	

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.		
Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75	
Hand Sets, Perfect.....	4 00	
X-Cut Sets, "	7 50	

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00	
" pointing, 924x5.....	2 10	

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75

Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	9 00	
" " ¾ " .... "	10 00	
" " ⅞ " .... "	12 00	
Leather, 1-inch .....per doz.	4 00	
Leather, 1¼ " ..... "	5 20	
Web..... "	2 45	

HOES.

Garden, 50 and 10 per cent.

Planter..... per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31	

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SUTTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'.....	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise.....	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅝ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint.....	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25
" iron ..... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c.; 250, 20 p c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 35
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3

OUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

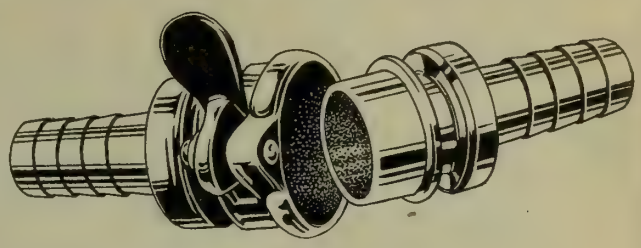
PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

HERE IS A COIN-CATCHING COUPLER !

Where you now sell one old-fashioned hose coupler you can sell two of the

Time-Saver Hose Coupler



Look at the cut ! See how it works ? Just insert the sections, press the little thumb-lever, and you get an absolutely water-tight joint in ONE SECOND. No fumbling with worn threads and washers ! You can sell this improvement to every progressive hose-user in your locality.

WRITE AND ASK US ABOUT THE PROFITS

THE TIME-SAVING COUPLER CO., Limited - - 166 Bay Street, Toronto

SHEARS.

Clauss steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and '900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz	10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10
Pure Manilla		0 13½
"British" Manilla		0 11
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ½ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 09
" double		0 10
Sisal bed cord, 48 feet per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ⅛c. less; 5-ton lots, ¼c. less.
Central delivery.

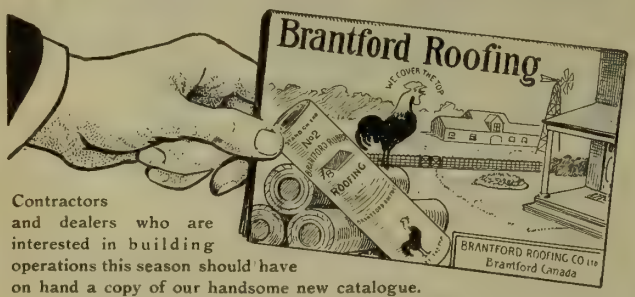
SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "	....	0 10
Deer Creek "	....	0 10
Deerlick "	....	0 25
" Axe "	....	0 15
Lily white "	....	0 42
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "	....	24 00
" 200 lb. and over	....	28 00

This Catalogue Free
To Dealers and Contractors



Contractors and dealers who are interested in building operations this season should have on hand a copy of our handsome new catalogue.

It contains information of great value in regard to the selecting of the most suitable material for each particular job and the best plan for laying same.

It tells fully just what you would like to know about the different roofing finishes, such as Asphalt, Rubber and Crystal, and gives interesting matter about Waterproof Felt, Rubber Valley Composition, Elastic Roof Paint, etc.

A post card request brings it, along with any other information you desire.

Brantford Roofing Co. Limited
Brantford, Canada

SELLING AGENTS :
Chas. A. Sullivan, P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada. Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co., Sherbrooke, Que.
Fleck Bros., Limited, Vancouver, B.C.
Imperial Export Co., Toronto, Ont.

Amatite ROOFING

TRADE B MARK

THIS advertisement will bring to your attention the *best and cheapest ready roofing* on the market. Here is how we prove it the best.

In the first place Amatite is made in one standard thickness, whereas, other ready roofings range from a thin, flimsy half-ply to a three-ply thickness.

The three-ply thickness(which by the way is only one sheet of felt) is the only kind that can be compared with Amatite.

But right here is the point. Amatite is better made, has better waterproofing material, and weighs more per square foot than the three-ply grade of other makes, and *costs much less.*

These facts make Amatite the most desirable roofing made.

But in addition to its superiority in material and manufacture, Amatite has one distinction which makes it stand out above all others. *It has a real mineral surface.*

It is hardly necessary to state the advantages of such a mineral surface, the freedom from painting or coating, the perfect protection against all kinds of weather, the great durability.

This mineral surface is embedded in a layer of Pitch, *the greatest known waterproofing material.* Beneath this in turn are two layers of the best grade of wool felt—cemented together by more Pitch, making the whole a roofing that is *absolutely waterproof.*

No other ready roofing can compare with this mineral-surfaced, waterproof, weather-proof, durable roof. That's why we say—*Don't buy your roofing until you have seen Amatite.*

Free Sample and Booklet

Send for Free Booklet and Sample to-day. It will pay you to get acquainted with Amatite. Address nearest office.

The Paterson Manufacturing Co., Ltd.
Toronto, Montreal, Winnipeg, St. John, N.B. Halifax, N.S.

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving
and
Insulating Purposes

Apply to

Lucien F. Ambard & Son,
Port-of-Spain, Trinidad, B.W.I.

"As good as the 'GALT' KIND?
It's doubtful—Anyway my customers *ask* for the 'GALT' KIND."

Galt "Classik" Ceilings

are so well and so favorably known that it is hardly necessary to say much about them here.

What we do want to tell you is that we have recently added several *new designs* including the beautiful:

"EMPIRE" Classification.
"GALT" Embossed Steel Tile.
"GALT" Crimped and Beaded Sheets,
Etc.

Write to-day for our new Enlarged Ceiling Catalog "A2." Price Lists, Advertising Matter, etc. New Roofing Catalog is now ready—you need it too.

THE GALT ART METAL CO., LIMITED
GALT, - - ONTARIO

GEN. CONTRACTORS' SUPPLY CO., Halifax, N.S.
ESTEY & CO., St. John, N.B.
W. D. BEATH & SON, Toronto, Ont.
DUNN BROS., Winnipeg and Regina.

A Bright Magazine Is An Excellent Companion

On a holiday trip, a journey to a summer resort, or while spending a few days at some delightful retreat, you can not add to your enjoyment more easily than by taking along with you a copy of the

JULY NUMBER OF BUSY MAN'S

It is the leading periodical and its contents are always bright, racy and instructive.

In the July issue, now out, the following conveys some conception of the splendid things in store for the reader.

BUSINESS AND INDUSTRIES.

The Message of the Flour Barrel.
The Advantages of Branch Banks.
Some Settlers Canada Can Do Without.
What Profit Sharing Has Done.
The German in Canada.
Courtesy as an Element in Business.

ENTERTAINING SHORT STORIES.

A Marriage by Capture.
Just Escaped and No More.
The Way of Musette.
My Supreme Devotion to Silence.

POLITICAL AND COMMERCIAL AFFAIRS.

Training Boys for Colonial Life.
A Leader Who Stands for High Ideals.
How His Dream Was Realized.
Has Served Under Four Premiers.
Stand for Something.

ARTICLES FOR THE WORKERS.

Some Delights of Camping Out.
Worth While to Win in the Game.
The Girl That is Down.
Why Some Men Become Bosses.
As the Working Girl Sees It.
Have Women Less Conscience Than Men?

SCIENCE AND INVENTION.

What Will the World Do When the Coal is Gone?
The Waste of Daylight.

TRAVEL AND DESCRIPTION.

Irrigation in the World's Pantry.
The Greatness of Our Common Heritage.
In the Baby's Ward of the Hospital.
The Biggest News Scoop in Canada.

OTHER BRIGHT FEATURES.

Some Fashions for Busy Men.
Contents of the July Magazines.
Improvements in Office Devices.
Some Rather Unusual Events.
Humor in the Magazines.
Busy Man's Book Shelf.
Some Men Who Are in the Public Eye.

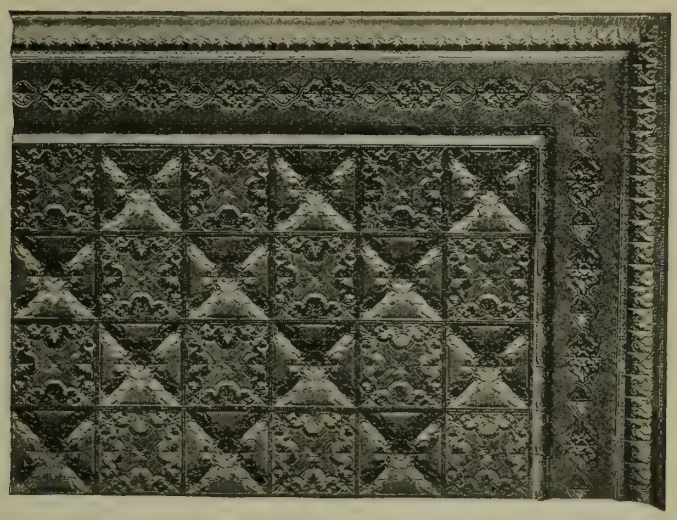
Ask for Busy Man's, "the Magazine with the red cover." On sale at all news-stands.

20c. a Copy. $2.00 a year.

The Busy Man's Magazine

10 Front St. East - TORONTO, ONT.

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

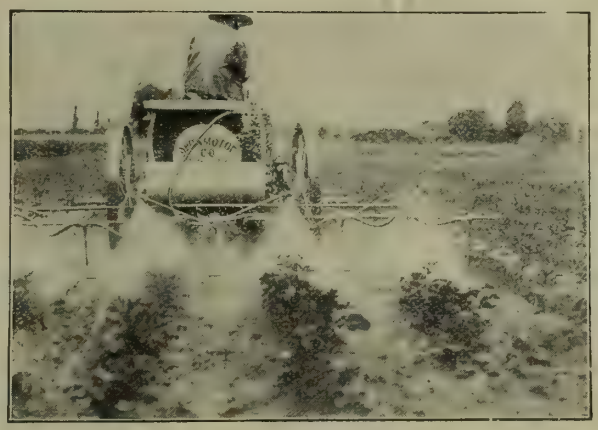
The Metal Shingle and Siding Co., Limited

PRESTON, ONT. MONTREAL, QUE.

GENERAL SALES AGENTS:

EMERSON & FISHER, LTD., St. John, N.B. J. A. BERNARD, Quebec.
CLARE & BROCKEST, Winnipeg. ELLIS & GROGAN, Calgary.
W. N. O'NEILL AND CO., Vancouver.

The Well-Known Spramotor



The word Spramotor is so well known throughout the country that the instant sprayers are spoken of the up-to-date farmer and fruit grower immediately thinks of the Spramotor. It's what every wise man asks for when he goes to buy a sprayer—and the one best for you to stock.

W. E. HEARD

1244 King St.

London - Ont.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

SWASTIKA

LONG

LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

H. BOKER & CO.'S

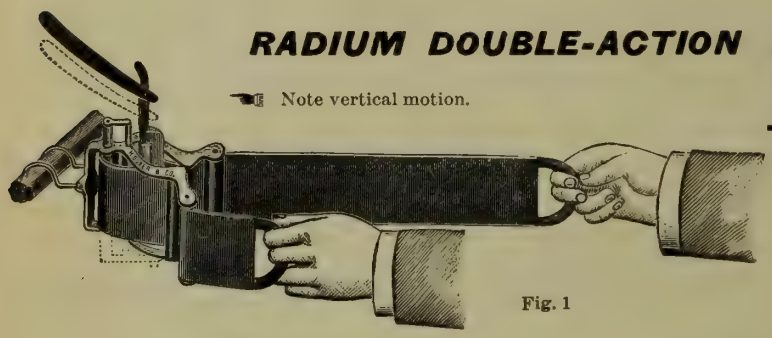


Fig. 1

RADIUM DOUBLE-ACTION STROPPING MACHINE

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

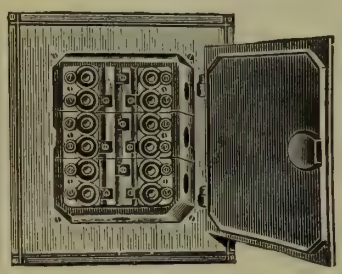
FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

LeManquais Sectional Iron Panel and Cut-Out Cabinets

MEET ALL UNDERWRITERS' AND INSPECTORS' REQUIREMENTS

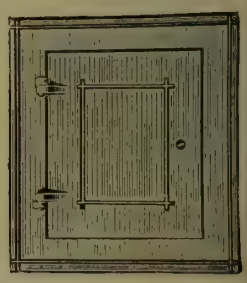
Cost no more than Slate-Lined Cabinets.
Can be installed in half the time.



Wooden doors and trims shrink, swell, crack and warp. Cut them out and use all metal instead.

Accessible for inspection or renewal without removing door or frame.

Use nothing but Iron on an Iron Conduit Job and satisfaction is certain.



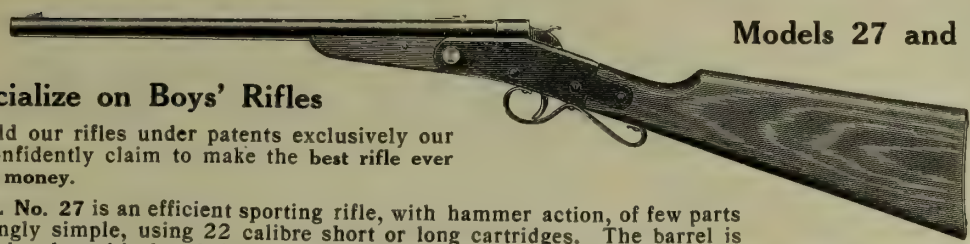
The R. E. T. Pringle Company, Ltd.

MONTREAL, QUE. WINNIPEG, MAN.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

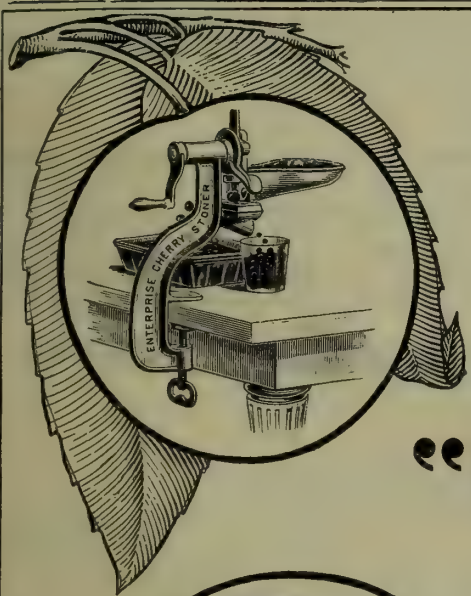
MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

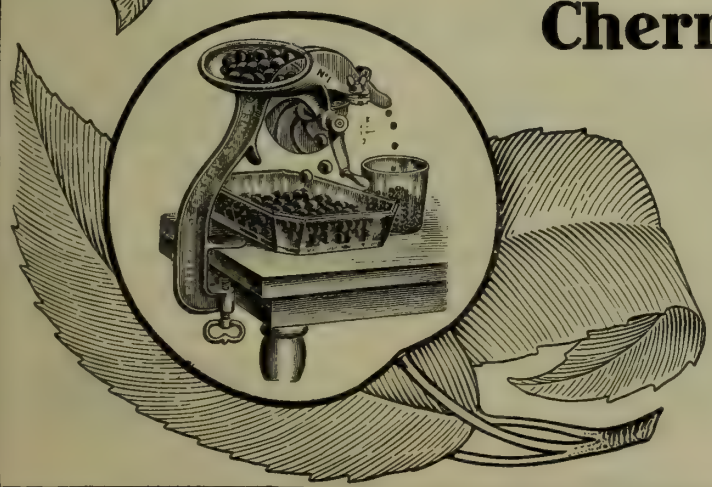


When "Cherries are Ripe"

and women are busy at their preserving kettles, you'll gain their approval—a good thing—and their trade—better still—if you can supply them promptly with an

"ENTERPRISE"

Cherry Stoner



Cherry season is short. Wise dealers have the **"Enterprise" Cherry Stoner** on their shelves in time. When a woman has her cherries ready for stoning she won't wait 'till you order it. She won't wait, either, for an **"Enterprise" Fruit Press.** When she wants it she wants it quick! She will go somewhere else if you haven't it. *Stir up the jobber.* Write to-day for our latest catalog.

The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

21 Murray St., New York 438 Market St., San Francisco

WE MANUFACTURE

SOLDER AND BABBITT

LEAD PIPE, TRAPS AND BENDS

Also Headquarters For

INGOT

METALS

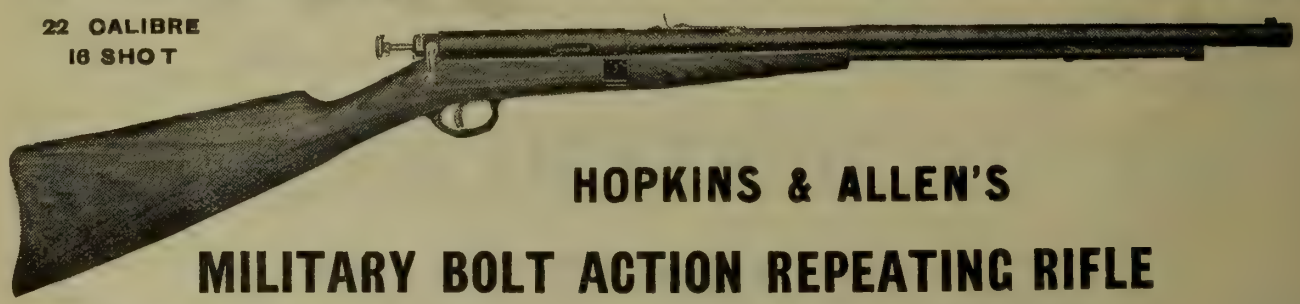
PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER AND ALUMINUM.

THE CANADA METAL CO., LIMITED

TORONTO

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST

There has long been a demand for a good rifle at this price—and the HOPKINS & ALLEN Junior Repeater fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.

Shows Bolt Drawn Back—Position for Ejecting Shells.

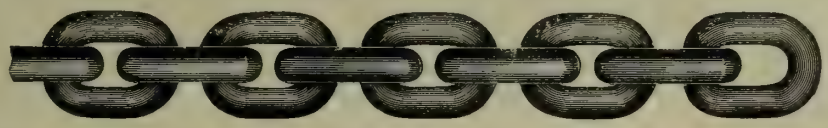
WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

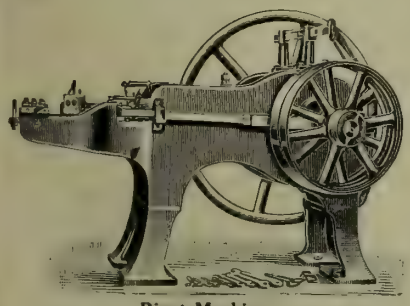
Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



Rivet Machine

ED. BRAND ENGINEER,

'THE' Wire Working Machinery Specialist

35, Shakespeare Street, MANCHESTER, England.

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving.

Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c.

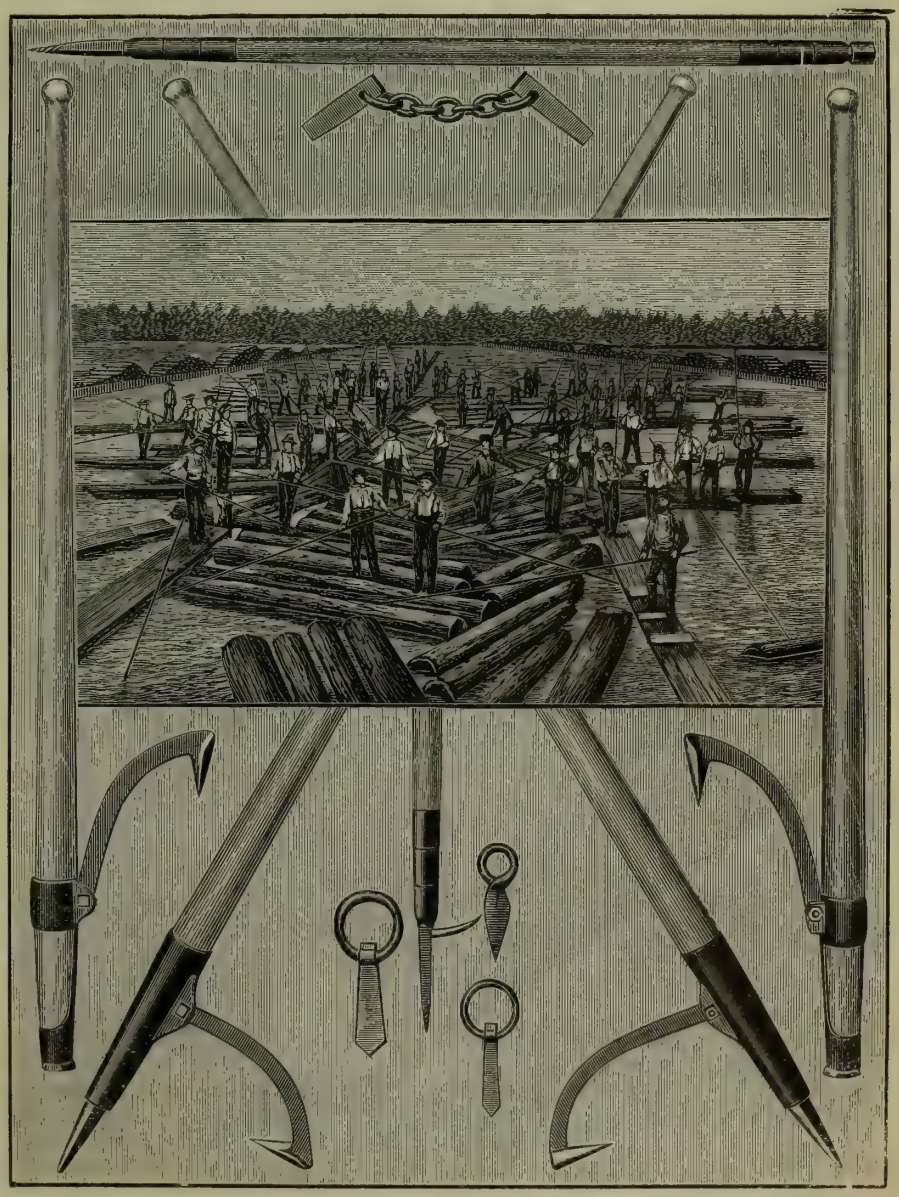
Plants working in all parts of the world. Experience extending over many years in the Wire Trade.

CORRESPONDENCE SOLICITED

Mention Hardware and Metal when writing.

Best Logging Tools are

The Soo Line



MANUFACTURED BY THE

Canadian Logging Tool Co., Limited

Sault Ste. Marie, - Ontario

ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING

CUTTING OFF TOO

PLANER TOOL

DON'T BE MISLED

into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.

LEFT HAND TOOL HOLDER

RIGHT HAND TOOL HOLDER

ARMSTRONG BROS TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.

STRAIGHT TOOL HOLDER

BORING TOOL

Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

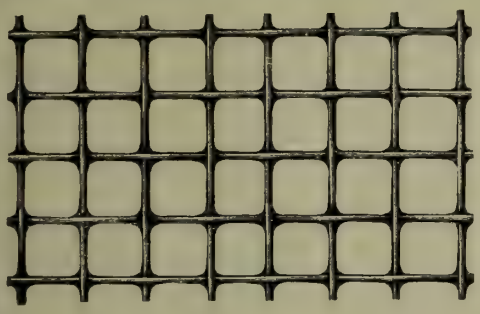
SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



WIRE CLOTH

Special Regalvanized Cloth, for apple and fruit drying—Stock widths, 24, 30 and 36 inches. Other widths and meshes made to order.

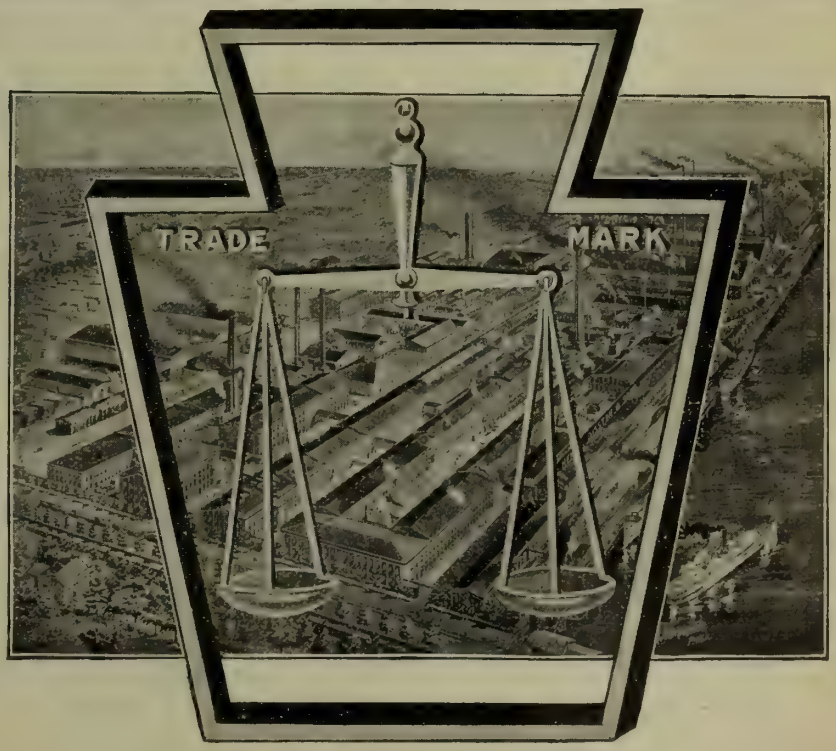
Also ½-inch Galvanized Netting—Stock widths, 24, 30 and 36 inches. Stock lengths, 25 and 50 yards.

Also Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO., Ltd. - HAMILTON, ONT. MONTREAL, QUE.

DISSTON SAWS

In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—All backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—A combination not equalled and which speaks for the utility of the saws.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Atkin's Floor and Wall Scrapers

Send for catalogue showing complete line of SILVER STEEL SAWS and Hardware Specialties.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People, - - - - Indianapolis, U.S.A.

Canadian Factory, Hamilton, Ont.

Rams Horn Easy to Operate. Price Reduced.

PERFECTION

All that its name implies.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our **"SHIELD BRAND READY ROOFING"** will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

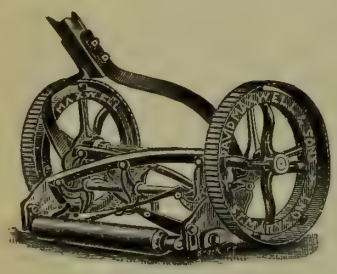
Office, 65 Shannon St.
Factory, 44 Ann St.

Lockerby & McComb

Montreal

Write for samples and prices to-day.

Here's The Lawn Mower You Can Sell



You have only to show the "MAXWELL" Lawn Mower to sell it. Substantial looking. Solid and strong. Makes mowing light work because it runs easily and cuts smoothly and evenly.

Blades are made of specially hardened steel that holds its sharpness. We make it worth your while to sell "MAXWELL" Lawn Mowers exclusively. Write for prices to dealers.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

BOOM

BOOM

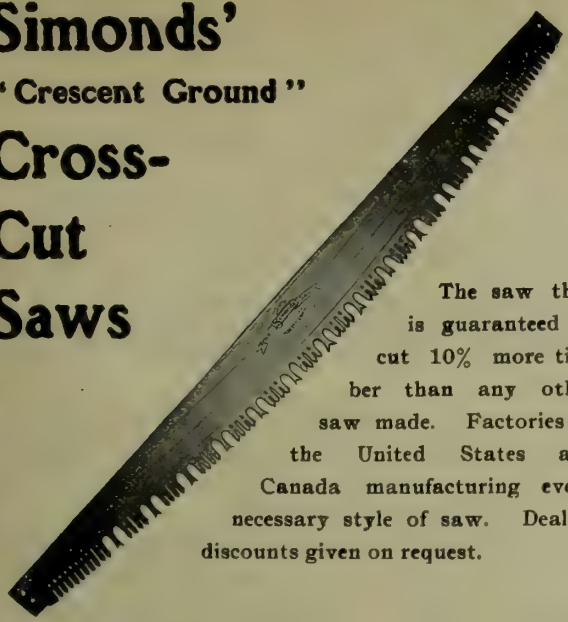
Everything is Booming and one of the **necessities** to a Boom is building Railroads, Canals, Bridges, Roads, Streets, Factories, etc., etc. **Well, we manufacture a line of goods**, that is a **necessity** to the Contractors that do this work. Therefore **Messrs. Hardware and Supply Men, be prepared** to meet your customers with the goods that will give them **the best satisfaction** by getting in a supply of **Our Wheelbarrows, Scrapers, Trucks, Forges, Blowers, Drills, etc.**

The LONDON FOUNDRY CO., Ltd., London, Canada

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co. LIMITED

Montreal, P.Q.

Toronto, Ont. St. John, N.B.

Spear and Jackson Saws

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto.
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

For All Purposes

McDougall Pumps

are Standard Pumps for Cisterns, Deep Wells, Contractors uses, Plumbers, Power connections and many employments. You take no chances with "Aremacdee" on a pump.

A catalogue is laid aside for you.

The R. McDOUGALL CO.

Galt, Canada LIMITED

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB, - 13 St. John St., Montreal

Sole Canadian Agent

W. GILBERTSON & CO., LTD., Makers, Pontardawe, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

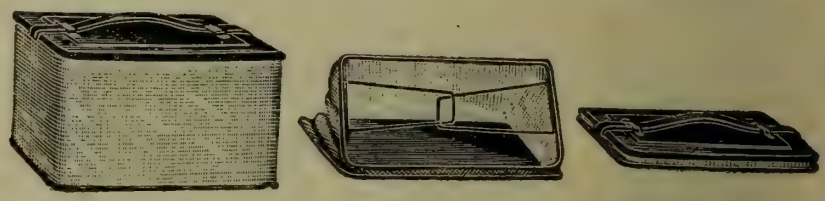
Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

IEBUSCH & HILGER, LIMITED, NEW YORK
Agents

WE MAKE IT



Ready for use. Folding up. Folded for pocket

The Ehle's Patent Lunch Box and Food Carrier

(Pat. Aug. 6th, 1907)

This is the Ideal Folding Lunch Box. Made with tin top and bottom nicely japanned, and strong canvas waterproof sides, it can be set up or knocked down in a second, and will nest into a space of less than half an inch in thickness—a size just suitable for the coat pocket. The simplicity of its construction combines the least possible weight with the greatest possible capacity, and enables it to be placed on the market at a considerably lower price than any other style of folding lunch box. Shipping weight 80 lbs. per gross.

Manufactured solely by

WRITE US FOR PRICES

E. T. WRIGHT & CO., Hamilton, Canada

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Class and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

THE BEARDWOOD AGENCY

313 New York Life Building

MONTREAL

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

CANADIAN ORNAMENTAL IRON CO.

SPECIALTY - - - IRON FENCES.

35 YONGE ST. ARCADE.

TORONTO.

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion for box number.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Acme Tool & Stamping Co 31
Amatite Roofing 82
Ambard, Lucien F. & Co 82
American Shearer Co 31
Armstrong Bros. Tool Co 31, 88
Atkins, E. C., & Co 90
Atlas Mfg. Co 31
Aylmer Pump & Scale Co 16

B

Bailey-Underwood Co 33
Baglan Bay Tin Plate Co 93
Banwell Hoxie Wire Fence Co 20
Barnett, G. & H. Co., outside back cover
Barton Netting Co 18
Boker, H. & Co., outside front cover, 84
Bowser, S. F., & Co., Limited 77
Brand, Ed 87
Brandram-Henderson, Limited 72
Brantford Screw Co 96
Brantford Roofing Co 82
Brown, Boggs Co 10
Buffalo Mfg. Co 22
Butterworth & Co 27

C

Canada Foundry Co 32
Canada Horse Nail Co 12
Canada Metal Co 31, 86
Canada Paint Co 73
Canada Screw Co 13
Canada Wire Goods Mfg. Co 32
Canadian Bronze Powder Works 75
Canadian Fairbanks Co 9
Canadian Hart Wheels Co 15
Canadian Heating & Ventilating Co 28
Canadian Ornamental Iron 93
Canadian Rubber Co ..... outside back cover
Canadian Logging Tool Co 87
Caverhill, Learmont & Co 7
Carter-Crume Co 31
Cavers Bros 15
Chicago Spring Butt Co., inside back cover
Clauss Shear Co 79
Collins Mfg. Co 31
Congo Roofing 67
Consumers' Cordage Co 19
Covert Mfg. Co 20
Crescent Wire & Iron Works 31

D

Davey & Co 31
Davidson, Thos., Mfg. Co 11
Dennis Wire and Iron Co 20
Dieckmann, Ferdinand 65
Directory of Manufacturers 31
Disston, Henry, & Son 89
Dominion Cartridge Co 34
Dominion Wire Mfg. Co 17
Dominion Hammock Co 17
Dorken Bros. ..... outside front cover
Down Draft Furnace Co 29
Dowswell Mfg. Co 10
Drummond-McCall 93

E

Edmonton Board of Trade 48, 49
Enterprise Mfg. Co 85
Erie Specialty Co ..... inside back cover

F

Ferrosteel Co 28
Ford Auger Bit Co 32
Forsyth Mfg. Co 17
Frothingham & Workman, Ltd 6

G

Galt Art Metal Co 82
Gibb, Alexander 15
Gilbertson, W., & Co 92
Greening, B., Wire Co 89
Grove Chemical Co 32
Guelph Spring & Axle Co 65
Gutta Percha & Rubber Mfg. Co ..... outside back cover
Gurney Foundry Co 25

H

Hall, T. S 30
Hart & Cooley 28
Hamilton Bridge Co 18
Hamilton Cotton Co 87
Hamilton Rifle Co 85
Hanover Portland Cement Co 31
Harris, J. W., Co 16
Heinisch, R., Sons Co 92
Hopkins & Allen Arms Co 86
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 34
Hyde, F. & Co 92

I

Imperial Varnish and Color Co 71
Independent Cordage Co 20
International Varnish Co 77

J

James & Reid 31
Jardine, A. B., & Co 93
Jenkins Bros. Tool Co 88
Johnson's, Iver, Arms and Cycle Works 69

K

Kemp Mfg. Co 34
Kerr Engine Co ..... inside back cover

L

Lamplough, F. W 33
Leslie, A. C., & Co 69
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 90
London Foundry Co 90
London Rolling Mill Co 15
Lucas, John & Co 74
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

Mc

McArthur, Alex., & Co 78
McArthur, Corneille Co 74
McCaskill, Dougall & Co 75
McClary Mfg Co 21
McDougall, R., Co 91
McFarlane Walter 19
McGlashan-Clarke Co., Ltd 18
McKinnon Dash & Metal Works ..... inside back cover

M

Mace, A. H. & Co ..... inside back cover
Manitoba Iron Works Co 65
Manufacturers List Co 31
Maple City Mfg. Co 12
Maxwell, David & Sons 90
Martin-Senour Co 76
Meaford Wheelbarrow Co 12
Metallic Roofing Co 67
Metal Shingle and Siding Co 83
Montreal Rolling Mills Co 69
Moore, Benjamin, & Co 76
Morris & Bailey Steel Co 13
Morrison, James, Brass Mfg. Co 22

N

Nelson, H. W., & Co 23
Newman, W., & Sons 31
Nicholson File Co 95
Nickel Plate Stove Polish Co 33
North Bros. Mfg. Co 2
Nova Scotia Steel and Coal Co 93
Novelty Mfg. Co ..... inside front cover

O

Oakey, John, & Sons 93
Oneida Community 1
Ontario Lantern & Lamp Co 14
Ontario Wind Engine and Pump Co 31
Orford Copper Co 93
Oshawa Steam & Gas Fittings Co 32
Otterville Mfg. Co 92
Owen Sound Wire Fence Co 12

P

Parker Wire Goods Co 31
Parmenter & Bullock Co 31
Paterson Mfg. Co 80
Penberthy Injector Co 30
Pearson, Geo. D. & Co 31
Pease Foundry Co 65
Pelton, Godfrey S 75
Peterborough Lock Co 18
Pink, Thos 2
Plymouth Cordage Co 20
Pringle, R. E. T 84

Q

Queen City Oil Co 17

R

Ramsay, A., & Son Co 75
Rapid Tool Co 13
Record Foundry Co 26
Ridgeways Collecting Agency 15
Richardson, J. E 93
Robertson, James Co 84
Roper, J. H 8
Ross Bros 65
Ross Rifle Co 96

S

Samuel, M. & L., Benjamin, & Co 9
Seymour, Henry T., Shear Co 92
Sharratt & Newth 71
Sherwin-Williams Co 67
Simonds Mfg. Co 83
Simonds Canada Saw Co 91
Smart, Jas, Mfg. Co 27
Spear & Jackson 91
Spramotor Co 83
Stairs, Son & Morrow 95
Standard Chain Co 87
Standard Paint and Varnish Works 75
Stanley Rule and Level Co 83
Standard Paint Co 14
Steel Trough & Machine Co 31
Stewart, James, Mfg. Co 24
Still, J. H., Mfg 22
Stevens-Hepner Co 74

T

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S. H., Co ..... outside back cover
Time Saving Coupler Co 81
Toronto Plate Glass Importing Co 10

U

United States Steel Products Co 33

W

Want Ads 63
Western Wire & Nail Co 75
White Mop Wringer Co 1
Whitman & Barnes 16
Wilkinson, Heywood & Clark 77
Wood-Vallance & Co 4
Wright, E. T., & Co 92

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.
Alabastine Co., Limited, Paris, Ont.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co, Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Brantford Screw Co., Brantford
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strap
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Ltd., Montreal
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton. Montreal.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.
Marlin Firearms Co., New Haven, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co, Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Glue.
The Grove Chemical Co. Ltd Bridge, Wigan, Lancs, Eng.
Quibell Bros., Ltd., Newark-on-Trent England

Grinding Holders.
Armstrong Bros Tool Co., Chicago

Hammocks
Nelson, H. W., & Co., Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mill Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd ,Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette Street, New York.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.
Canadian Ornamental Iron Co., Toronto

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Ltd ,Montreal
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow , Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Refrigerators.
Fabin, C. P., Montreal.
McClary Mfg. Co., London, Ont
Sanderson-Harold Co., Paris, Ont.

Registers
Ferrosteel Co., Cleveland, Ohio.
Hart & Cooley New Haven, Conn.
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Brantford Screw Co., Brantford, Ont.
Canada Screw Co., Hamilton, Ont.
Hassall Jno., 183 Lafayette Street New York.
Parmenter & Bullock, Gananoque, Ont.
Montreal Rolling Mills Co., Montreal.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co , Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co , Ltd., Montreal, Toronto and St John.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Canada Screw Co , Hamilton Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades
Frothingham & Workman, Montreal.

Silver are.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co. Montreal
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Bowes, Jamieson Co., Hamilton, Ont.
Davidson, Thos., Mfg. Co., Montreal
Clare Bros., Preston , Ont
Harris, J. W., Co., Montreal.
Kemp Mfg Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph. Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.
Meaford Wheelbarrow Co., Meaford, Ont

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Hobbs Hardware Co., London
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prism
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers
McArthur, Alex., & Co., Montreal.
Stairs Son & Morrow, Halifax, N.S

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

WIRE

We make wire for all purposes, bright or annealed for fencing, hay baling, etc. We also make a specialty of wire cut to exact lengths. Let us quote you.

BRANTFORD SCREW CO., LIMITED

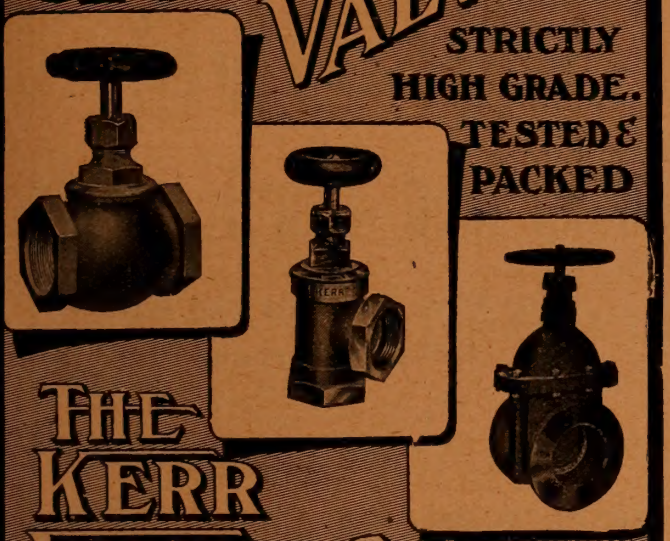
BRANTFORD, ONTARIO

Baines & Peckover
Toronto

Delorme Bros.
Montreal

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

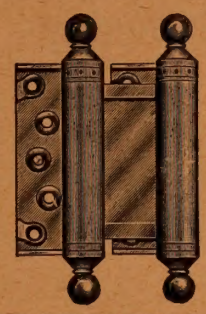
WALKERVILLE, ONT.

CHICAGO SPRING BUTTS

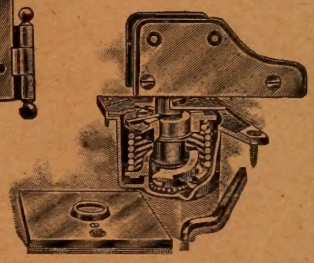
TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE

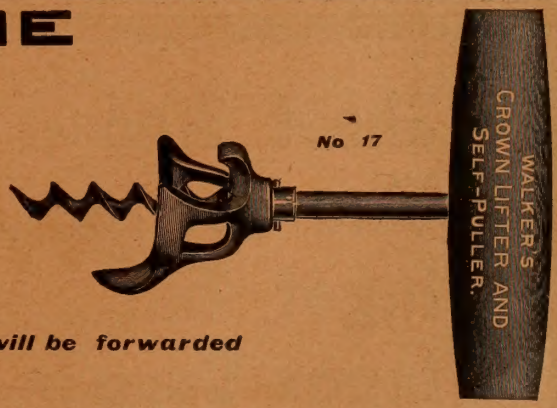
Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

NOW IS THE TIME

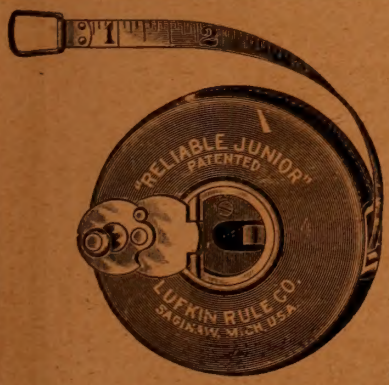
for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"It holds, where others fail"

WE WANT YOU TO TRY

EKERT PROCESS

RADIUM

TRADE MARK.

PAT. IN CANADA 1907

Sheet and Spiral Packing

Long Fibre Asbestos and Rubber Perfectly Combined

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver.

Sheet Zinc
Zinc Spelter
Ingot Tin
Ingot Copper
Bar and Sheet Copper

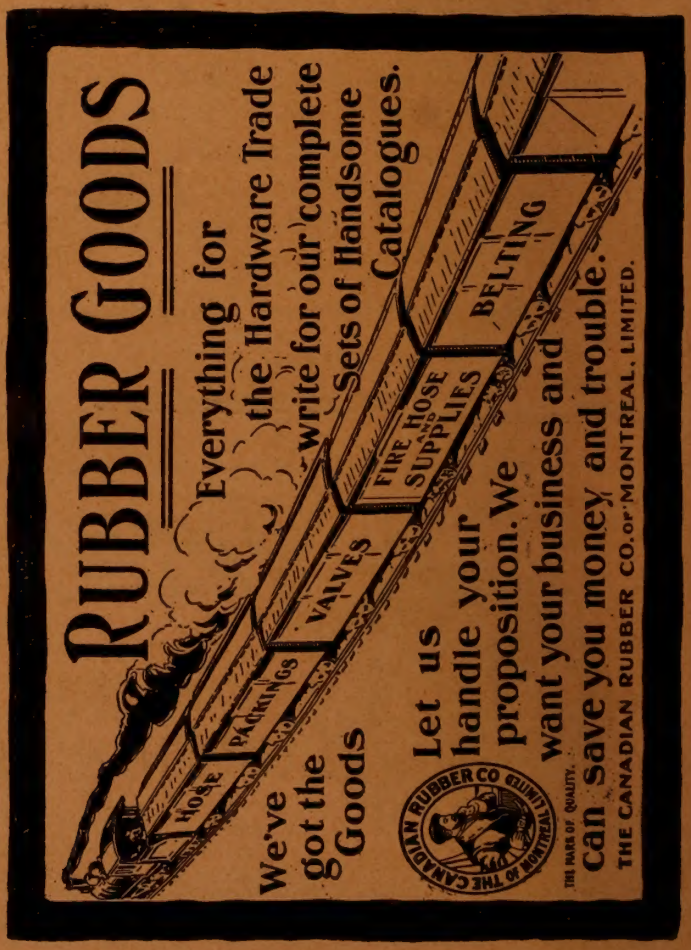
We can quote you attractive prices, send us your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

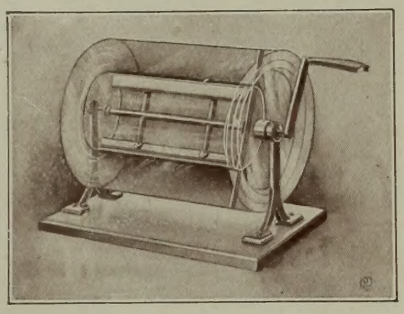


MACE'S ORIGINAL ICE CREAM POWDER

The present is the time to stock this fast selling specialty, which was invented and is now put up by A. H. Mace, in Montreal.

Makes a delicious ice cream by simply adding milk. Once sold it is always a household necessity. Put up in popular priced packages yielding the dealer a fine profit. Inquire further, or better, send in a trial order.

MACE'S ICE



CREAM FREEZER

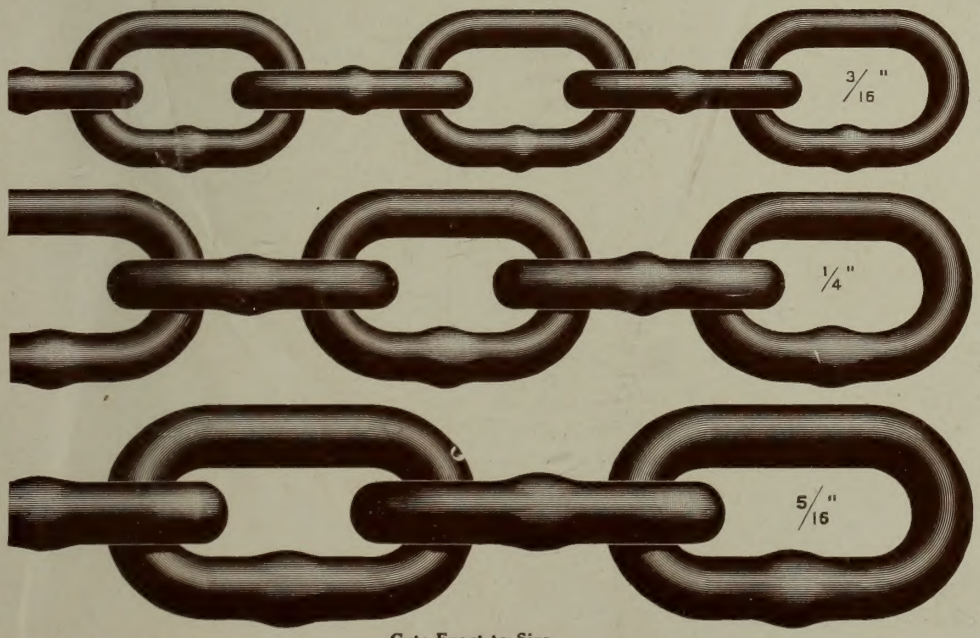
You have the powder—you want the freezer also. This is undoubtedly the most practical, simple and most economical freezer ever put on the market. Half the labor of other machines, none of the dirt, a child can operate it. Made in all popular sizes.

SEND FOR OUR CATALOGUE.

A. H. MACE & CO. - - MONTREAL

746 NOTRE DAME ST. W.

McKINNON Electric Welded Coil Chain



Cuts Exact to Size

Design Patented

Notice the

SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

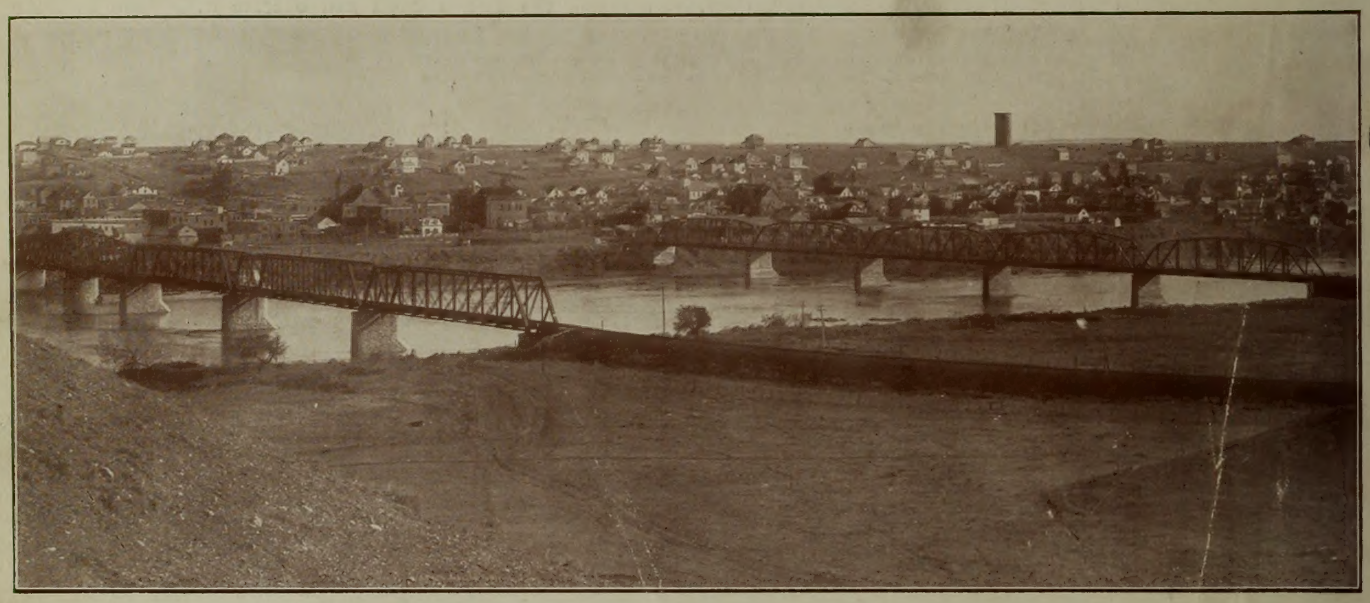
McKinnon Chain Works ST. CATHARINES ONT.

Natural Gas sold to Manufacturers at Fi[illegible] Cents per 1,000 Cubic Feet is the Cheape[illegible] Light, Fuel and Power in Existence To-day.

If you want the truth, ask the other fellow.

A FEW EXTRACTS AS TO WHAT THE OTHER FELLOW SAYS ABOUT

MEDICINE HAT



Here it is that Natural Gas has been found in quantities which settles the question as to the future industrial hub of the last West.

CHICAGO CHRONICLE,
July 5th, 1906.

Whatever may be the agricultural future of the country, Medicine Hat is certain to be a manufacturing town of importance.

THEO. M. KNAPPEN,
Special Correspondent
Chicago "Inter-Ocean."

I was particularly struck with the natural advantages about Medicine Hat, where we spent a few days. It would appear that this town is destined to become a city of great importance.

ADMIRAL LORD CHARLES BERESFORD.

Cheap Power is, after all, the greatest gift of Nature to the district.

"CANADA," London, Eng.
Nov. 30th, 1907.

Medicine Hat is perhaps the only city in the world that keeps its lamps lighted day and night, month after month, year after year.

F. A. ACKLAND,
Special Correspondent
Toronto Globe.

This part of the country seems to have all hell for a basement, and the trap door appears to be in Medicine Hat.

RUDYARD KIPLING,
Oct. 13th, 1907.

We are confidently looking forward to the city of Medicine Hat becoming the manufacturing centre of that enormous territory lying between Winnipeg and the Pacific, and Northward from the United States boundary line, and feel that natural gas as a source of power will be a very important feature in the establishment and developing of industrial concerns in this locality.

NATURAL GAS JOURNAL, New York, Sept., 1907.

For Further Information apply to JOHN T. HALL, Commissioner